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AS THE EDITOR SEES IT

HANDLING DECIDED CUSTOMERS

CUSTOMERS may be broadly grouped into two classifications, decided and undecided purchasers. Each represent, of course, the two extremes of a store's customer list and good salesmanship demands that each be handled differently. Both groups represent hundreds of good patrons and the salespeople who make it a part of their duties to observe the varied characteristics of each group, are the most efficient in disposing of goods that yield the store profit while it satisfies and pleases the public. Purchasers in the decided class may be readily "sized up" by noting a few outstanding characteristics. While the manner in which the customer is dressed and the way she walks may doubtless indicate character, the question of clothes is not a very dependable average index. The real character of the customer is only clearly perceived when she begins to talk and examine the goods.

WHEN the customer informs the salesperson that she desires an earthenware luncheon set in a certain shape and decorated with a certain pattern in some preferable color and expresses her wishes in a positive tone, there is no question but that she is a decided customer and wants what she wants when she wants it. Customers of this kind are very numerous and the fact that they are decided may be accepted as good evidence that they know the merchandise they are after fairly well. In fact, it should not require years and years of retail selling experience or a particularly keen observer, to come to the logical conclusion, that the big and important difference between decided and undecided customers lies in a knowledge of merchandise. The decided customer knows what she wants because she possesses a knowledge of the goods and lack of specific information is the chief reason why many customers waste a great deal of time in making up their minds.

DECIDED customers are, broadly considered, the best customers to serve but it must not be overlooked that while customers of this intelligent class may be influenced they are extremely difficult to persuade. Many salespeople mistakenly consider them as set and stubborn and that it is a waste of time to make any suggestions or show any goods other than the particular kind asked for. This is a big and very common mistake and the most efficient salespeople do not agree with this method of handling customers. Decided patrons are the best customers to serve for the simple reason that they know what they want, tell their wants and make up their minds when they see suitable merchandise. But a certain amount of tact is required to handle the sale with satisfactory results. A good salesperson will let the customer do most of the talking and convey the impression that she thinks the customer is a judge of goods. Incorrect statements made by customers are not noticed or corrected but the salesperson is particular to talk facts and not to make overstatements of any kind.

SHOULD the department be out of or not carry the particular item desired, a good salesperson will select the nearest thing to it and by calling the customer's attention to its good points, will endeavor by the subtlety of suggestion to influence its sale. But this must be done with tact and not by dictating. To say to the customer, "Here is an article just as good" is not using tact. A good salesperson will show the goods and explain, that

(*Continued on page* 34)

How Much Shortage Should Inventories Show?

Annual Losses Discovered at Inventory Time a Big Problem for Store to Solve—Here's the Way the Business End of a Leading New York Department Store Handles It

NO more serious problem remains to be solved by department store executives throughout the country than that of bringing within bounds the large annual losses suffered through shortages revealed when inventories are taken. It has been estimated that the gross annual business of these stores in the United States reaches $7,000,000,000. Of this amount, according to Ernest T. Katz, 1 per cent, or $70,000,000, represents the yearly total of losses through shortages. Mr. Katz, who is controller of R. H. Macy & Co., Inc., is vice chairman of the Controllers' Congress of the National Retail Dry Goods Association.

So important is the question of how best to reduce inventory shortages, said Mr. Katz yesterday, that it was given considerable attention at the recent meeting of the controllers in Atlantic City. At this meeting each controller was presented with a pamphlet on the subject that had been prepared by the Committee on Inventory and Stock Shortages of the Controllers' Group of the Retail Board of Trade associated with the Boston Chamber of Commerce. Representatives of six of the most prominent stores in Boston made up this committee, and so comprehensive was their work that 107 reasons for the shortages complained of, together with remedies for them, are contained in the pamphlet.

Where Shortages Occur

According to the pamphlet, there are eight different sections or divisions of a store in which shortages may occur or originate. These are the order and invoice office, the receiving section, the marking room, the reserve stock room, the sales department, the delivery or shipping section, the audit department and the inventory section. Of the 107 reasons set down for the shortages, the largest number—32—is shown in the sales department. After this come the receiving section, the reserve stock room and the marking room, with 16, 15 and 13 reasons, respectively.

The pamphlet also divides the reasons for shortages into physical and clerical ones, and shows that in six of the eight classifications given above the causes are more physical than clerical. Only in the order and invoice office and the audit department is this situation reversed. Of the thirty-two reasons given for shortages that can be attributed to the selling of merchandise, twenty-seven are classified as physical and five as clerical.

The most common reasons for shortages in the sales end of the store work are said by the pamphlet to be those which arise from lack of control and inefficiency in handling credits and refunds for merchandise returned. By way of remedy of this fault, it says:

Handling Returned Goods

Handle all returns through a central return (or return and adjustment) desk, preferably one on each floor. if a central return desk is not practicable, appoint a return (and adjustment) clerk for each department, using wherever possible experienced stock clerks.

The central return (and adjustment) desk or clerk should immediately check goods returned to him for credit or refund as to whether the merchandise was bought in the store; as to the credit or refund price demanded by the customer, and as to the condition of the merchandise. The return should then be handled as follows:

If correct price labels are attached to the merchandise and sales ticket accompanies returns, the return clerk should issue the refund or credit, the floor manager should approve, and the department manager or assistant should subsequently approve the transaction when the goods are returned to the department. The customers' part of the sales ticket should be pasted at once on the back of the customer's part of the refund.

If the goods are returned with the price labels attached, but without sales ticket, the central adjustment desk or return clerk should immediately check the goods with the original stock record or, if none is kept, then with other identical merchandise in stock. Then he should issue the credit or refund, which the floor manager should check and approve. The department manager or assistant should subsequently approve when the goods are returned to stock.

If neither the price label nor the sales ticket is returned with the merchandise, the central return desk or return clerk should immediately, before issuing the refund or credit, connect the merchandise returned with the stock record or goods in stock, obtaining the department manager's or the assistant's approval for the amount to be refunded or credited. He should then issue the refund or credit with the signed approval of one of those executives. Where the customer's part of the sales ticket is not presented with the goods returned and the sale cannot be identified by a salesperson, a check should be mailed to the customer to cover the refund allowed. All returned goods records should indicate the customer's statement of reason for return, to be checked by the merchandise office.

Close Checking Up Necessary

In event of the goods returned having been marked up or down meanwhile, the central return desk or return clerk should notify the department manager or assistant, who will then pass through the mark-up or mark-down for merchandise office approval and audit control.

When goods are returned without price tickets, they should be remarked exclusively through the marking room force on written requisitions by the central return desk or department adjustment clerk, countersigned by the buyer. The audit department should check the retail

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REMOTE STORAGE

price on ticket requisition with refund to customer. Invoice number should be obtained if possible from the buyer. Merchandise should go to the marking room on the day returned.

In case the credit was not made out at the time of return of the goods, and is to be issued after inventory taking period for goods returned before that period, and by error included in the inventory, such credit should be charged to inventory adjustment account, and not to the departmental merchandise account.

Lack of control and inefficiency in handling credits and refunds on account of merchandise adjustment and similar trouble in handling exchanges are also cited by the pamphlet as causes for shortage. Other important reasons given are the deduction by a salesperson of an excessive discount on cash sales recorded through cash registers or certigraphs, and the failure of a salesperson to issue retail loss slips, especially during large sales events.

Volumes could be written about the need of, and methods for, checking losses that arise through inventory shortages, said Mr. Katz in touching again on the subject. A part of the losses which are so sustained by the department stores are apparent rather than actual, that is, due to some kind of clerical error. The great difficulty, however, lies in separating the apparent losses from the actual ones, as well as in determining their extent. In our store the inventory shortage losses are less than the general average, yet the matter is considered so serious that a member of the controller's staff devotes his entire time to checking them. He was formerly head of the Inventory Section of the Department of Internal Revenue, and has made a specialty of inventory work.

Business Better in Middle West, Says St. Louis Bank

The Federal Reserve Bank of St. Louis in its monthly bulletin as of July 1 reports steady improvement in business conditions throughout the part of the Middle West served by this bank. All the investigations of the various lines of trade elicited reports indicating strong gains over last year, as well as over preceding months this year. The bank's bulletin continues:

"Almost unanimously manufacturers, jobbers and wholesalers indicate substantial increases in unfilled orders. Many large distributers of commodities who in recent months had little or no future business booked now have a showing of orders for forward shipment comparable with their volume during normal years in the past.

"Favorable factors mentioned as affecting the general situation are decreased unemployment, more seasonable weather, willingness of the public to buy, easier and more plentiful credits, activity in building and further progress in the direction of price stabilization. A general comment by merchants and manufacturers is that recent orders cover a broader variety of merchandise than heretofore. While the public is still economizing and displaying conservatism in filling its needs, a much greater variety of goods is being called for.

"This has compelled retailers to increase their stocks and give greater attention to assortments. Dry goods houses report that they are receiving orders in quantity for certain goods which have been neglected for many months. These same interests say that many of their country customers who have purchased virtually nothing during the past year and a half are now ordering substantial bills of goods, with a fair proportion of the total for forward delivery."

Marked Improvement in June Trade

Although June, as pointed out in the Philadelphia Reserve Bank's monthly bulletin of July 1, is normally a month of declining industrial activity, "it has not proved to be such this year, and the betterment in general conditions first noted late in April has continued. It is true the gains made during the last month have been smaller than those of May, but the improvement has been marked.

"Several of the industries that heretofore had not been affected by the general upward movement have recently reported considerably heavier sales, and this, coming at a time when a decline was to be expected, is especially significant as indicative of the underlying trend of business."

How's Business?

Business has made the turn of the year under conditions which promise well for the future of trade and industry and with a fair amount of activity reflected in business and a more marked feeling of confidence and optimism by business men throughout the country. This may be accepted as particularly good signs, considering the decreasing coal supplies, the railroad strike and prospects of widespread labor troubles looming up. In its current business survey Bradstreet's epitomizes the situation as one in which conservative optimism rules in spite of the rail strike and other adverse and retarding factors.

In the East

In New York the trade in crockery and glassware shows continued improvement and, broadly, business is better than last year with prices gradually settling down to normal. Ordinarily the week before the Fourth is not marked by much activity and this year is no exception in this respect. Building is fairly active, retail trade is fair, crockery imports are gaining, and collections are fair. Boston reports that department stores show an increase in sales for June over May, but that current sales are greater in the city than outside. In Newark retail trade is active but sales are relatively small but collections are improved in nearly all lines. Philadelphia reports retail trade as quiet, auto trade good and building operations heavier than for years, but collections remain slow. In Pittsburgh retail trade is equal to that of last year but small stores in mining districts are doing light business. Buffalo reports that general business continues to show improvement, building is particularly active and there is a shortage of unskilled labor.

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In the West

In Chicago retail trade is characterized as good, manufacturing as fair and labor shortage increasing, while housefurnishings are moving well and collections fair. Cincinnati reports retail trade as quiet, builders are refusing new work and collections are slow. In Detroit all business gains are fully maintained, retail trade is gradually increasing in city and country and more confidence is being shown. Auto plants are in full production, with orders ahead, building is active and collections are improving. Kansas City reports retail trade and industry as fair, wheat harvest under way and quality good but collections are somewhat slow. In St. Louis retailers are buying in larger quantity and placing future orders more freely, department stores are doing a good business, manufacturing is improved, crop prospects good and collections fair. Milwaukee reports that retail trade and department store sales show increase over last year, Spring trade has been good, crop prospects are good and collections fair. In St. Paul retail trade is fair, manufacturing fair, crop prospects excellent and collections fair. Des Moines reports that retail trade is fair but collections slow. In Omaha trade is good, building is active, crops in good condition and collections improved.

In the South

In Baltimore no big business is being done but sales and collections show improvement. Southern trade continues to improve, crop prospects are good and collections fair. Memphis reports that retail trade is quiet, cotton situation improved, more optimism is being shown and collections fair. In Atlanta summer dullness affects retail sales, manufacturing shows slight improvement but collections are slow. Birmingham reports that retail trade is quiet with collections fair. In Dallas retail trade and industry is fair, cattle industry showing renewed activity with ranges in good condition and collections are fair. In New Orleans retail trade is about 5 per cent less in turnover than last year, cotton crop is late and collections slow.

On the Pacific Coast

In San Francisco retail trade and general business is fair, city building active and fruit crop outlook good. Portland, Ore., reports that merchants are increasing sales by reduced price sales, and collections continue slow. In Seattle trade and industry have improved, Pacific Merchants Convention attracted a large number of merchants from surrounding states but collections are slow.

In Canadian Cities

In Toronto general business continues to improve, auto plants active and building is holding up well. Retail business is good and collections continue to improve. Montreal reports that trade is fair, industry quiet and collections slow. Vancouver reports that retail trade is active, mining and fisheries active, building active, crop prospects good and collections fair. In Winnipeg trade and industry are quiet, crop prospects good and collections slow.

British Exports and Imports

The foreign trade in British products for the month of April, 1922, shows an increase of pottery exports to the United States over the figures for March of 21,185 hundred weight. The complete list as compiled by the *Pottery Gazette* of England is as follows:

Exports China, Earthenware and Glass

	1921 Month ended April 30. cwt.	1922 Month ended April 30. cwt.	1921 Four Months April 30. cwt.	1922 Four Months April 30. cwt.
Pottery:				
Germany	9	382	397	1,010
France	17,355	16,813	60,121	40,557
U. S. A.	27,045	40,344	116,648	111,352
Brazil	13,010	4,169	38,660	27,981
Argentine	27,184	18,594	102,539	76,488
British S. Africa	15,202	11,014	45,991	35,006
British E. Indies	30,668	20,989	127,491	159,780
Australia	12,926	14,163	54,694	61,444
New Zealand	6,174	5,908	27,188	33,624
Canada	50,068	26,481	138,529	82,765
Other Countries	184,048	110,538	521,266	403,714
*1 Porcelain, Chinaware, and Parian	1,615	1,614	4,922	6,135
*Jet, Rockingham, Samian and other Glazed Earthenware (except Terra-Cotta Ware)	78,480	58,666	306,444	254,699
†Stoneware and Terra-Cotta Ware and Unglazed Red Pottery, Brown and Yellow Ware	246,481	158,373	702,196	582,525
Glass:				
§Domestic and Fancy	1,335	987	4,888	4,002
Bottles and Jars.....gross	29,656	22,385	135,855	102,408

Imports of China, Earthenware & Glass

Pottery:				
Porcelain, Chinaware, and Parian	1,233	797	5,835	2,629
All other	14,572	23,516	57,065	95,651
Glass:				
Illuminating	5,404	9,367	29,592	41,954
§Domestic and Fancy	23,631	36,374	107,655	152,210
Bottles and Jars .....gross	104,193	119,137	359,808	385,196
Unenumerated .....cwt.	392	984	3,620	3,789

*Including Glazed Terra-Cotta Ware prior to 1922. †Not including Glazed Terra-Cotta Ware prior to 1922. § Including cooking utensils, table glassware, ornamental glassware. *1 Not including tiles, sanitary or electrical wares.

Re-Exports of China, Earthenware & Glass

	Month ended April 30. cwt. 1921	Month ended April 30. cwt. 1922	Four Months April 30. cwt. 1921	Four Months April 30. cwt. 1922
Pottery:				
Porcelain, Chinaware, and Parian	41	38	73	278
All other sorts	66	37	599	568
Glass:				
Illuminating	121	105	503	372
†Domestic and Fancy	253	195	1,032	922
Bottles and Jars .....gross	1,735	418	13,444	4,198
Unenumerated .....cwt.	2	222	6	307

†Including cooking utensils, table glassware, ornamental Glassware.

Swedish Pottery and Glass Production

The Swedish pottery industry flourished during the war, and reached a high state of prosperity during 1919 and 1920. The demand was so well sustained and such high prices were paid without objection, that until well on in 1920 the importation of large quantities of German porcelain made comparatively little impression. A radical change manifested itself about November, 1920, and Swedish potters, faced with a great falling off in demand and acute competition owing to the low German exchange,

were compelled to call a halt and adjust their methods to entirely new conditions. The imports of porcelain, earthenware, and insulators in 1921 were only about 50 per cent of those for 1920. About the autumn of 1921 the position was gradually improving, mainly owing to the lowering of wages and the reduced costs of raw material, fuel, etc., which made it possible for Swedish potters to reduce their prices by as much as 40 to 50 per cent. Moreover, the competition from Germany has abated significantly. Although Swedish pottery is well known and appreciated for its excellent quality and finds a ready market in Sweden, there are good openings here for British pottery and china, provided prices are such as to meet competition from Central Europe. Apart from high-class English china, which is always stocked and has a steady sale among the cultured classes, a much larger trade ought to be carried on in the more popular varieties, providing local tastes are carefully studied, prices are competitive, and terms of trading are acceptable. The Swedish glass industry has reached an encouraging state of development, the production in 1919 amounting to over Kr. 43,000,000. There is, however, a moderate import trade in household and decorative glass. The best and well-known varieties of British cut glass are to be seen in the best shops, and with proper attention this trade might be increased. British wares are much appreciated, and much more might be done to bring them, by means of catalogues and pamphlets, to the notice of buyers. The report also refers to the glass works strike, which commenced in February, 1921, involving 2,500 men, as a protest against the threatened reduction of wages by 20 per cent. The strike ended at the beginning of August, wages being reduced 15 to 20 per cent.

The American Toy Situation

American toy manufacturers, in a last-minute attempt to supply the demands they expect, have got busy with their employes, working day and night in some instances to turn out merchandise. While the volume of American toys on the market next Christmas may not be much greater than in previous years, the time manufacturers have allowed themselves for production is considerably less than expedient.

The great trouble has been that they expected Germany to supply more toys this year than ever before. On account of the cheapness of German money the American manufacturers figured that many importers would take advantage of the bargains offered in the Fatherland. Big department store buyers who went to Germany last November and December got merchandise at a low price but when they returned German manufacturers awakened to the realization that their stuff could bring higher prices.

In March, April and May men who never before went to European markets did so this year for toys, and, according to the manager of a big wholesale house which uses both imported and domestic merchandise, " they have returned wiser and sadder than when they went away." About three times as many went as had gone before, expecting to return laden with merchandise which they hoped to buy for a " song " and sell at a considerable profit.

" These importers and would-be importers who attended the Leipsic fair," said the manager, " found they were not the only ones storming the German manufacturers. Great Britain, Holland and Spain had also sent their buyers. There was active competition and the buyer willing to pay the most for merchandise got it.

" Many of the American buyers made purchases and then returned, smiling contentedly. No sooner had they come back, however, when advices from the German manufacturers arrived, stating the toys would cost from 100 to 300 per cent more than the stated price. Realizing their profits would disappear at so high a figure, they canceled their orders."

He added that the majority of American manufacturers did not realize such a condition would exist and therefore did not plan for the emergency. A few, however, did, one being a big wooden toy manufacturer in New England. These made their factories buzz early in the year, with the result that they have filled their warehouses in anticipation of the demand.

Belated buying has been a handicap to the wholesalers, but the spokesman and others whose opinions were asked agreed that when business starts next month it will be big.

Already American manufacturers are hinting, in correspondence to wholesalers, that they may be " forced " to ask higher prices for their toys. A reason acceptable to the wholesaler is that they are doing six months' work under a year's overhead. The reasons most generally offered by the manufacturers, however, are " labor " and the " coal strike."

The amount of all toys brought into this country last year totaled in value $7,107,408. In quantity the toys represented between 20 and 25 per cent of the total sold here.

McCormack Bros. Plan Store Improvements

Another step in the progress of McCormack Brothers, Tacoma, Wash., is making extensive alterations on the store front to make it one of the finest in the Northwest.

The entire front of the building is being torn out and a modern arcade extending along the entire front of the building at 13th and Broadway is being constructed. When completed the store will have double the show window space with a beautiful arcade well lighted and lined on both sides with show windows.

The history of McCormack Brothers dates back to 1902, when a small store was opened at 1332 Pacific Avenue. The business then consisted of men's and boys' furnishings. Other departments, including housefurnishings, of which department G. D. Srigley is now buyer, were later added.

It is a matter of history that, notwithstanding the almost total loss of merchandise and loss of money, amounting to almost $75,000, which occurred by fire in December, 1910, the indomitable will and courage of the management was indicated by the sign that appeared the

"We thank you one and all for your sympathy, and we assure you we are not down and out, and will resume business in three or four days."

To make his word good, Mr. McCormack got busy and purchased the stock, lease and fixtures of Morris Gross, his former employer, at 1142 and 1144 Pacific Avenue. Here the company resumed business on December 22, just five days after the fire, where it continued to do business until the new building was erected at 15th and Pacific.

The rapid development of business on Broadway caused the company to move in March, 1916, to the present location, where it has been very successful.

Science Cuts Cost of Selling Fine Cut Glass

Aside from chemical control in making the very dense and brilliant lead glass blanks used in making cut glass, chemistry formerly had little to do with producing the finished product, says Frank B. Wade in the Journal of Industrial Chemistry. All operations were mechanical. Patterns were marked out on the blank, and steel wheels with mitered edges and armed with trickling sand and water, were used to make the deep cuts and the finer tracery. Stone wheels next smoothed the roughly cut surfaces. Wooden wheels with pumice and water gave an approach to a polish, and finally rapidly revolving brushes with putty powder (tin oxide) gave the high finish. The men who operated these four types of apparatus were all highly skilled and highly paid.

About 1895 attempts were made to utilize the action of hydrofluric acid on glass, in order to eliminate the two final processes almost entirely. Many difficulties were encountered by the chemists who attempted to control this reaction. Finally, however, they were overcome, and one of two men can now polish the output of a large factory, permitting the laying off of perhaps forty highly paid workers and the selling to the public of fine cut glass ware at much less than it could otherwise be marketed.

Howland Co. Buys Reid-Hughes Department Store

One of the most important steps in the history of Connecticut's department store world was the consummation of a deal during recent weeks by which the interests of the Howland Dry Goods Co. of Bridgeport purchased the controlling interests of the long established Reid & Hughes Co. of Waterbury. Both stores are leaders in their respective communities and the consolidation of interests and control will result in the injection of new pep and vim into the reorganized Waterbury store, now known as the Howland-Hughes Co.

Directors elected for the Howland-Hughes Co. include John G. Howland, Andrew M. Cooper, Samuel C. Parker and Ralph H. Paine, all of the Howland Dry Goods Co., and John Rawson Hughes, former president of the Waterbury store. The officers named are as follows: President, A. M. Cooper; vice-president, John Rawson Hughes; secretary, A. S. Lyall, and treasurer and general manager, R. H. Paine.

Miller & Rhodes to Double Floor Space

The work of construction of the new addition to the Miller & Rhodes store, Richmond, Va., has commenced, and when completed will more than double the floor space of this progressive store. The new building will be five stories high with a basement and sub-basement and will be of the same character as the old building, which is constructed of tan brick and terra cotta. It will be joined to the present store so as to make one unit. A new fire sprinkler system will be installed in both the new and the present building.

In order to relieve all congestion of traffic the store's delivery vehicles will be loaded in the sub-basement. There will be a large concrete ramp leading to this floor.

Spiral package chutes and conveyors will reach almost every section of the store and lead directly to the delivery department.

With the new additions the store will have more than three linear blocks of show window space. These will be all finished in old ivory and the backgrounds will be of Colonial design.

The space provided by the new building will be used mainly for enlarging the present departments of the store, which are all in cramped quarters.

The entire main floor will be fitted with fixtures of Southern walnut and will house all of the small wares departments usually placed on the first floor. The men's corner will be greatly enlarged and many lines of men's merchandise will be added.

The acommodation bureau and personnel service departments of the store will also occupy a prominent position on this floor.

The fixtures and furnishings of the second floor will all be of French gray. This floor will house all of the ready-to-wear departments for women, misses, children and infants.

A large rest room for women will be located here as well as the beauty parlor, which will be greatly enlarged.

Floor coverings, rugs, upholsteries, bedding, furniture and art needlework will be on the third floor. A large room where customers can obtain free instruction in embroidering, etc., will adjoin the art needlework department.

All offices of the store and the reserve stock rooms will be on the fourth floor. A spiral chute will convey all merchandise from the stock rooms to the floors where the departments are located.

A large café with spacious lobbies and dressing rooms will be located on the fifth floor. Smaller dining rooms, for special parties, will adjoin the main dining rooms. A large kitchen and refrigerating plant will be located in close proximity. This floor will be reached by express elevators.

The roof garden will be retained and an enlarged dining room and emergency hospital will also be placed here. At present the roof houses a large reading room, which has a library of more than 2,000 volumes, a smoking room for men, and a recreation room for the male employes of the store.

(*Continued on page* 34)

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

TAKING his first vacation in ten years, T. Oshima, American manager for Mogi Momonoi & Co., the well known Japanese Importing house, left Friday for Seattle, where he sails today (Thursday) for Japan, to be gone perhaps for several months. While the trip is primarily for pleasure, he will of course interest himself in selecting new merchandise for the American market and attend to other matters in connection with the manufacturing end of the business.

Fred Renshaw, Chicago representative for the United States Glass Co., paid a visit to the New York office last Thursday, coming on from Pittsburgh with local manager Ed. Craig, where both had been visiting the concern's headquarters. After leaving here, he left for Boston, where he expected to drop off for a brief stay to see the company's new office, before proceeding to Chicago.

H. F. Phillips, of the Thos. G. Jones sales staff, leaves on Saturday with Mrs. Phillips for a two weeks' vacation at Ocean Grove, N. J.

Among the latest buyers who have written Chas. A. Postley, secretary of the Outing Committee, that they will be here for the event are: J. L. Lynch, with Bacon & Sons, Louisville, Ky.; John L. Haines, with J. B. White & Co., Augusta, Ga.; and H. S. Grosbeck, with the H. R. Ware Corp., New Rochelle, N. Y.

The annual summer outing of the Japanese importing concern of Mogi Momonoi & Co., was held last Saturday at Oakland Beach, Rye, N. Y. Games and athletic events were interesting features of the affair, as usual. K. Ohata was in charge of the athletic program. After the games an excellent shore dinner put the picnickers in royal good humor.

Brainard West, Secretary of the Westmoreland Specialty Co., Grapeville, Pa., was in New York last Friday and Saturday paying a visit to the concern's representative here, the Horace C. Gray Co.

Throwing the cares of a manufacturers' representative to the winds, Thos. G. Jones left last Friday with his family for Cape Cod, Mass., where he is enjoying a two weeks' vacation.

C. Nick Muessig, East Liverpool representative for B. F. Drakenfeld & Co., Inc., arrived in town on Monday for his semi-annual visit to the concern's headquarters here. He is also enjoying the pleasure of a visit with some of his relatives in Brooklyn. His one regret, he said, was that he would not be able to remain for the outing.

Interest in Outing Running at Fever Heat

Perhaps never before since summer outings were inaugurated by the Pottery, Brass & Glass Salesmen's Association has there been so much enthusiasm shown over the affair as there is this year. Present indications are that all records for attendance will be broken.

E. W. Hammond, Chairman of the General Committee, and Chas. A. Postley, Secretary, with the other members of this and the several sub-committees are working like beavers to put the thing over "big" and make it the best ever from every standpoint.

As everybody knows or should know by this time, the outing will be held at Duers Park, College Point, L. I., on Saturday, August 5th.

Large automobile buses will leave in front of 16 West 23rd St. at 10 A. M. sharp on the morning of the affair and convey the outingites to the grounds, where lunch will be served at 11 o'clock. Lunch over the programme of eleven athletic events prepared by chairman of the sports committee, Wm. DeMars, will be run off, beginning with a ball game, between the single and married men.

For the benefit of those who want to get in training, the other athletic features will be: One hundred yard dash, fat men's race, running high jump, running broad jump, relay race, three legged race, 220 yard swim, race for men over 50 years, consolation 100 yard race, and sack race or shoe race.

Of course there will be music, which will be furnished by "Eddie" Impes band.

Tickets may be secured from any member of the various committees. Orders should be placed soon to avoid the rush.

Date Set for July Golf Tournament

L. S. Owen, Secretary of the Pottery, Glass & Brass Golf Association, has just mailed notices to members, of the July tournament, which will be held on Tuesday, July 18th, at the St. Albans Golf and Country Club, St. Albans, L. I.

Trains leave Seventh Avenue and 33rd Street, Pennsylvania Station, at 8:01, 9:35 and 12:00, and Flatbush Avenue, Brooklyn, at 8:03, 9:34 and 11:56, Daylight Saving Time.

Prompt response is requested by the secretary from members as to whether they intend being present or not, and whether they will have guests with them. Unless the committee knows far enough in advance how many will attend, it is impossible to make adequate arrangements.

Owing to August being a popular vacation month, as well as also being a busy time for some of the members, no tournament will be arranged for until a large enough attendance is assured to make it worth while.

J. Kohnfelder Married

Announcement has been made by Mr. and Mrs. J. Berry, of Pittsburgh, Pa., of the marriage of their daughter, Gene, at the family home on Thursday, June 29th, to J. Kohnfelder, the popular buyer of china, glassware, housefurnishings and toys for the Kaufmann & Baer Co., of the above mentioned city.

Mr. and Mrs. Kohnfelder are spending their honeymoon on a trip to Denver and Colorado Springs. They will be away until July 15th, after which they will make their home at 5526 Wilkins Ave., Pittsburgh.

Chas. Hass Severs Connection With Berry's, Inc.

Word was received here last week from the well known buyer, Chas. Haas, that he had severed his connection on June 23rd, with Berry's, Inc., Los Angeles, with whom he had been associated since the first of the year. Mr. Haas, who is one of the best known and most capable buyers in the trade, was for a long time in charge of the china and glassware departments for Raphael Weil & Co., San Francisco. About two years ago he also established a housefurnishing department for one firm in which he duplicated the success of his other departments. He has removed his family back to Oakland, Calif., his former home, which is a suburb of San Francisco.

Nonik Glassware Corp. Rapidly Expanding

The rapid growth of the Nonik Glassware Corp. has made it necessary for the concern to acquire additional space for their offices and salesrooms in the Mohawk Building, 160 Fifth Ave., where they now occupy a space which takes in rooms 616-623. The line has been augmented to include decorations and items to interest the regular retail trade, the first samples of which have been placed on view. The concern believes that the patented Nonik feature, which has appealed so strongly to the soda fountain and hotel trades, will also certainly appeal to the housewife as well. The assortment of decorations on the retail line consist of irridescent, amber, light cuttings, deep plate etchings and most attractive hand painted patterns, in colors and gold. These are shown on complete lines of stemware tumblers, iced tea sets and vases. In addition to their other offices, the firm has just opened a selling office in Cleveland in charge of N. A. Finn and have also appointed E. S. Bagley their Cuban representative, well known in the trade as representative for several American glassware manufacturers. Mr. Bagley maintains an office and salesroom in Havana.

Obituary

CAROLINE E. SKELTON

The most sincere sympathy will be felt by their many friends in the trade for Frederick Skelton, the well known manufacturers' representative and his brother, Ulysses, who is associated with him in business, in the loss of their mother. Her death occurred at the family home, Elmhurst, L. I., on the evening of July 4th, at the age of 63 years, after an illness of about a year's duration. She had, however, only been confined to her bed for the past two weeks. Besides the two sons mentioned, she is survived by another son, Reinhold A., and a daughter, the wife of Dr. Wood, of Elmhurst. The funeral will be held at the family home, Elmhurst, on Friday afternoon, at 2:30 o'clock.

Buyers in New York

JUNE 29, 1922.

J. W. Waldorf, house furnishings, china and glassware, Hoschild, Kohn & Co., Baltimore, Md., care Fred Atkins, 220 5th Avenue.

W. W. Taylor, house furnishings, D. M. Read Co., Bridgeport, Conn., 404 4th Avenue.

W. Muller, gift shop goods, Rothschild & Co., Chicago, Ill., 448 4th Avenue.

W. A. Riordan, house furnishings, Crowley-Milner Co., Detroit, Mich., care Alfred Fantl, 116 West 32nd Street.

J. W. Horne, house furnishings, Kaufmans Dept. Store, Pittsburgh, Pa., 1261 Broadway.

W. R. Miller, house furnishings and electrical lamps, W. L. Milner & Co., Toledo, O., care Alfred Fantl, 116 West 32nd Street.

JUNE 30, 1922

R. S. Oliver, Jr., general merchandise, Oliver-McDonald Co., Plains, Ga., Martinique Hotel.

J. O. Niswonger, Basement merchandise, Emporium, San Francisco, Cal., 225 Fifth Avenue.

JULY 1, 1922

D. J. Mahoney, D. F. Mahoney Hardware Co., Schenectady, N. Y., Hotel Latham.

JULY 5th, 1922

Miss A. Hudson, toys, The Emporium, San Francisco, Calif., 225 5th Ave. Retail Research Ass'n.

E. Sanger, mdse. manager, Sanger Bros., Dallas, Texas, 19 East 24th Street.

Miss L. McCarthy, toys, Jordan Marsh Co., Boston, Mass., 432 4th Ave.

Business Briefs

The Albany Housefurnishing Co., of which B. B. Ivey is the executive head, has begun the construction of a new building at 288 Broad St., Albany, N. Y.

Muhlfelder's Department Store has been incorporated with a capital of $100,000. The incorporators are J. Muhlfelder, J. Rich and R. C. Poskanzer; attorneys, Muhlfelder & Illch, Albany, N. Y.

Mark C. Bane, Inc., Pulaski, Va., has been granted a charter to conduct a department store business, with a maximum capital of $100,000.

A new Efird department store, costing about $500,000, will be constructed on the site of the former Charlotte Hotel, Charlotte, N. C., by Efird brothers. The Efird chain now consists of 28 stores selling popular priced merchandise. The Charlotte Mercantile Co. is the buying organization for the chain, and J. W. Efird is the buyer for the chain.

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

THE close of the first six months' period of 1922 show, so far as the generalware pottery industry is concerned, that trade has held up exceedingly well. In these few months several individual plant shipping records have been broken and, observing the situation from a "dollars and cents" point of view, sales have been larger than for the same term during 1921. There are other instances, however, where particular plants have operated on slow schedules, but viewing the trade as a unit from all angles, business conditions during the last six month have been rather active. The two clouds appearing in the business sky at present—the rail and coal situation—seem to be the only situations which prevent trade from making full speed ahead.

While some manufacturers report some slowness in the demand for high grade open stock patterns, they say, however, that demand for plain white and scheme ware is very good, several plants having from two to three months such business on file. With inventories out of the way, the manufacturers are of the opinion that merchandise managers will allow department buyers greater latitude, and this will ultimately have a reflection in the pottery industry. Retail stocks are admitted to be below normal, and on dinnerware patterns, there has been a tendency of ordering from "hand to mouth." However, during the last few weeks there has been a noticeable change in the orders for matchings, the volume specified being larger than has been usual in most instances.

Roy B. Henderson, head of the Carrollton Pottery Co., entertained a number of pottery salesmen from the East Liverpool district and other friends at his country home near Carrollton over the Fourth. As a host, Mr. Henderson is numbered among the leaders in the way of entertaining.

A new art pottery has started operations at Oak Cliff, Texas, and will feature such items as urns, vases, jugs, garden pottery items and similar specialties. The ware will be made from blended clays, all of which is obtained from Texas.

"We're in need of ware, and therefore our shop could only remain idle one day—the Fourth," declared William J. Mackey, sales manager for the Smith, Phillips China Co. This plant has been operating to capacity, and Mr. Mackey has reported future business very active.

Improvements which will cause increased output have been completed at the plant of the Byesville Pottery Co., Byesville, O. The bulk of the changes have been made in the clay department. New machinery has been delivered by East Liverpool manufacturers.

"I can only see an upward trend in business," declared F. I. Simmers of the Hall China Co., upon his return from an extended eastern trip. "Buyers are inclined to buy more liberally of all items and my opinion is that we will be favored with active orders during the balance of the year."

"These hills certainly look good to me," said George T. McNicol, manager of the Chicago office of the Potters Co-Operative Co., while spending his vacation here at his former home on the Lincoln Highway. He will return to Chicago next week. Mrs. McNicol accompanied her husband.

William C. Lynch of the Taylor, Smith & Taylor Co., who is now at the home office looking after the visiting trade, has become actively interested in securing an improved highway from Pittsburgh to Chester, W. Va., on the south side of the Ohio river—a distance of but 39 miles by a recently surveyed route. "When we boost good roads we boost Chester, and when we boost Chester we boost Chester dinnerware," is the way Mr. Lynch has expressed it.

Several local pottery manufacturers are operating plants and offices on "summer time schedules." The office forces report at 7 o'clock and leave at 4 o'clock.

Both generalware and sanitary pottery wage agreements expire this year, an incident that has not happened in years. Heretofore the scales expired in alternate seasons. The annual convention of the pottery workers begins at Atlantic City, July 8. The generalware wage conference with the Labor Committee of the United States Potters' Association will be held probably in August or September. The local scale expires October 1 next.

Future business is being received by all pottery manufacturers in the Eastern Ohio district. Buyers who have been in the market of late have purchased merchandise for "immediate" delivery. Where such goods have to be decorated such "immediate" orders will not go out inside of from four to six weeks. Other business has been placed for August, September and October delivery. There is even some orders now on file for November shipment, and this has to do with the holiday trade.

A new dinner shape will soon be placed on the market by the Wyllie China Co., Huntington, W. Va. The first pieces are now going through the kilns.

Irwin Bros. have arranged to open an exclusive china and glass shop at Anderson, Ind., initial stocks having

just been purchased in this and the Pittsburgh markets. The buying is in charge of J. W. Irwin, and it is planned to open the new store on or about August 1.

Among the buyers who were in the local and Pittsburgh market during the last few days were: Julius Tishcoff, South Bend Crockery Co., South Bend, Ind.; Joseph Watte, Butler Bros., New York; F. N. Nye, Auerbach Co., Salt Lake City, Utah, who is on his way to New York; B. O. Chapman, Merrill, Greer & Chapman, St. Paul, Minn.; G. E. Minard, Stern Bros., New York; Louis Klayf, Bloomingdale Bros., New York; Thomas J. Stackpole, the May Co., Cleveland, O.

U. S. Ceramic Notes

The United States Bureau of Mines, in cooperation with the University of Washington, will undertake an investigation of the residual kaolins and feldspars of eastern Washington and northwestern Idaho for whiteware bodies. The work to be done will follow the lines of the kaolin investigations now under way at the ceramic experiment station at Columbus, Ohio. The work will be done in the new mines laboratory of the University of Washington at Seattle.

In the course of the investigation of the oxidation of ceramic wares during firing, being made by the Bureau of Mines at Columbus laboratory, tests have been made on fire clay from Fallston, Pa., and the products burned at different temperatures to determine the safe rate of oxidation and water smoking of the ware produced at the Fallston plant. Soundness of the product was determined by making up bars from raw clay, burning to different temperatures for different lengths of time, and then determining their cross breaking strength. The rate of oxidation penetration was observed on the same bars. The cause of the appearance of a pink core after the black core has disappeared and the methods of overcoming this charge are being investigated. A new type of volumeter is being tried out to determine the suitability for measuring the porosity of the ware during the progress of firing and the desirability of firing to a definite porosity.

Willis Store Holds Golden Jubilee

The G. C. Willis store, Champaign, Ill., has been celebrating its 50th anniversary by giving a "Golden Jubilee" sale. The store was opened in 1872 by Godfrey C. Willis and Harry Scott and in honor of the occasion a banquet was given the employees by the firm. The original firm name was Scott & Willis and the initial stock consisted of less than 50 pieces. Several years after the store was opened Harry Scott died and his interest taken over by Mr. Willis. The store now occupies a modern three story and basement and in 1914 the founder died and the business is now carried on by his son, Harry T. Willis, who is also the merchandise manager, while the housefurnishing department is under the charge of C. D. Hartzell.



One of the many lovely patterns in Syracuse China is sure to please the most discriminating customer who may enter your store. There are colorful patterns of dainty flowers; quaint conventional designs and others of charming simplicity.

All Syracuse China is made practical as well as beautiful. It is no extravagance for a woman to buy this fine, enduring china to use every day. It is too well made to nick, crack or break easily.

It is the one china which will enable you to please your customers, with both beauty and durability. All patterns are carried in open stock and any accidental breakage may be replaced through you. This is a service of exceptional value to you and to your customers.

The pattern illustrated is the Somerset.

ONONDAGA POTTERY COMPANY

Syracuse, New York

342 Madison Ave. New York

58 E. Washington St. Chicago, Ill.

SYRACUSE CHINA

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources of Supply

Quality Open Stock Dinnerware

Occupying a prominent place among American manufacturers of quality open stock dinnerware, the lines of the Edwin M. Knowles China Co. include not only a full assortment of appealing decorations but embody a certain distinction in shape and individuality in treatment, which buyers of the better kinds of wares are by no means slow to appreciate. One attractive number consists of a medium wide border pattern in a charming rosebud and foliage treatment on the well proportioned "Hampton" shape. Particularly striking in a narrow border pattern on the graceful "Mayflower" shape is a motif worked out in brilliant blue combined with a white floral scroll and medallions with rose cluster centers. Dignified and expressing beauty by its simplicity is a coin gold pattern on the "Hampton" shape, and among novelties is a very attractive number in nursery china. Of special design and size, the novel shape is decorated with childish figures and butterflies in the quaint squares which reproduce the "sampler" worsted embroidery work now so much in vogue.

Dinnerware of Distinction

American dinnerware of distinction and charm is well evidenced in the showing of Hopewell china by Herbert & Neuwirth Co., 25 West 23rd St., who are the Eastern representatives for this well known line. On the artistic "Dixie" shape one effective medium narrow band pattern is in the form of a scroll border in gray on a buff ground with panel inserts of birds and flowers and a center decoration of flowers and birds. In Japanese style is a striking oriental treatment consisting of quaint large floral sprays and scenic effects in blue and yellow with blue edge bands. Another treatment which is numbered among the newer designs, is a very narrow floral border in pink, blue and green on a dark yellow ground and with inset panels on a lighter yellow ground, finished with ¼ inch gold band on either side and a narrow gold hairline inside, which creates a very rich effect. The same treatment is also effectively carried out with blue and black ground. Quite distinctive in a narrow border pattern is a festoon motif in black, pink and yellow, with conventional ornamental insets interspersed with flowers, with gold edge band and gold hairline shoulder band.

Herbert & Neuwirth are also displaying the new luncheon sets lately put out by the D. E. McNicol Pottery Co. Consisting of 23 pieces, this short set is attracting considerable attention by buyers who are looking for a good number to use as special features. The set is offered in six colorings, yellow, green, pink, lavender, blue and mother of pearl and, while beautiful, are moderate in price. In lamps, this progressive firm are featuring a large assortment of pottery table lamps in 20 different shapes in mirror black, yellow, blue and rose. The sizes range from one light boudoir size to the largest two light table lamp and all are fitted with silk shades in Georgette and brocades in colors to harmonize with the bases.

Crooksville China Co. Features a Good Line

Displaying to good advantage the full line of the Crooksville China Co., which includes two attractive shapes and a wide range of patterns, Guy Cooke, 200 Fifth Avenue, New York representative, is showing many treatments in dinnerware which buyers have found to be good movers. On the artistic "Columbia" shape is a dainty narrow border spray pattern combined with a medium width border interspersed with ornamental inserts of vertical panels, forming a pleasing contrast in form and color. On the popular "Elite" shape a particularly appealing decoration consisting of a narrow band with insets of flowers at intervals and with gold striped handles. Also on the same shape is a somewhat unusual rose treatment in loose spray effect but without connecting bands and finished with coin gold edge band and handles. One of the most colorful treatments of the Crooksville line is a very charming bird treatment. In place of the conventional edge band a very narrow scalloped border is used and the decorative motif consists of a harmonious combination of a variation of the famous Indian Tree combined with pheasant, which is not only novel but in decidedly good taste.

Fred Reimer Shows New Art Wares

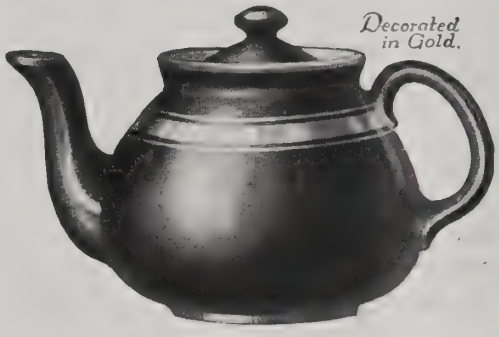
Embodying not only the highest type of craftsmanship in executing the artistic modeling but embracing a particular varied assortments to chose from, the new consignment of samples of Royal Dux Porcelain faience and china ornamental items on display at the salesroom of the Fred C. Reimer Co., 141 Fifth Avenue, are attracting buyers of art and gift goods. The line includes a charming diversity of animals in various distinctive and lifelike poses, including horses, dogs, eagle and elephants that are very attractive in form and finish. Human figures in several delightful groupings, in soft pastel colorings are also included in this noteworthy showing. Vases in faience ware just received include a striking display of new shapes, many of which are well adapted for lamp mounting. The floral treatments are quite out of the ordinary and consist of embossed flower forms in strong colors of red, blue and green, giving unusually striking and charming effect. In bud vases, new items include agate effects in red, blue and combination of colors. The new samples of French earthenware, also a very late arrival on the American market, strikes a new note through their quaintness of design and colorings. The natural color of the clay, a pale mauve tint, forms a particularly

(*Continued on page 34*)



HALL'S TEAPOTS

of Secret Process Fireproof China



Pride of Ownership

THE owner of a Hall China Teapot numbers it among her choice possessions. It has the character that singles it out from the ordinary household articles that are taken for granted.

Like good human friends, Hall's China Teapots attach themselves closer to the affections as time passes. Every day adds to appreciation of the teapot's lasting beauty, its clean inside, uncrazed and unstained, its ability to make tea that is invariably pure, fresh, and untainted by the flavor of stale brewings.

You can sell every Hall's China Teapot with the assurance that you are making a friend of your customer.

Our national advertising is educating American women to regard Hall's Teapots as the standard of quality. They expect to find this circle on the bottom of the teapot they purchase.

HALL'S CHINA

We carry in stock several shapes and many decorations. Our special two dozen assortment is a favorite for initial order. Or if you are handling Hall's Teapots and your stock is depleted we will ship a "fill-in" order according to your needs.

Write today for colored illustrations and prices

HALL CHINA COMPANY

Largest Teapot Manufacturers in America

EAST LIVERPOOL, OHIO

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

ELEVEN branches of the glassware trade will join in joint conference with manufacturers commencing July 24 in an effort to reach an agreement concerning the wage scale for the next fiscal year which becomes effective as of September 1 next. The departments concerned are the chimney, shade and globe, machine press and hand pressed ware, engraving, caster place, iron and paste mould, cutting and punch tumbler and engraving departments. The conferences will extend over a period of two weeks, probably longer. Last year the conference concluded with sessions in Pittsburgh following the joint meeting at Atlantic City. Some departments in the glass trade this year are known to have sought an advance in wages, but this can hardly be granted by the manufacturers in view of the existing condition of trade both with reference to importations and domestic competition.

The annual outing of the employes of the Phoenix Glass Co., Monaca, was held at Conneaut Lake last Saturday. A special train over the Pittsburgh and Lake Erie Railroad was engaged for the event.

The Fry Glass Co. is bringing out a number of new specialties in their new glass which give promise of having an active demand. One item in particular which will have a nation wide sale is a baby milk bottle. This item is made from the same glass as is the new table specialties shown by Howard C. Fry at the Ft. Pitt exhibit last January. "By September I look for business to be back to normal in the glass business," Mr. Fry declared this week. "During the last few months there has been quite an increase in demand, but as the summer season is at hand, I am of the opinion that it will be September before the general business situation is back to where it should be."

Throughout the Pittsburgh district a flood of glassware was placed in the different freight stations Saturday of last week. It was on this day that the new freight tariff became effective and shipments which have been held up since June 15 or before were forwarded. It was estimated here last Saturday morning that over 50 cars of glassware were placed on the platforms of the different receiving stations, all of which take the new freight rate.

The George H. Bowman Co., Cleveland, O., operating under the name of the Bowman-Vaughn Co., toy manufacturers, will double the capacity of its plant at Lisbon, O., during the next month. The Bowman Co. reports increased activity with its cut and decorated glass plant at Salem, O., practically all departments of the Salem shop are now being operated full time.

The complete line of decorated glass specialties of the Westmoreland Specialty Co., Grapeville, Pa., were placed on display in Chicago this week by R. B. Reineck, who has opened at the Palmer House. Mr. Reineck had charge of the exhibit of this firm at the Ft. Pitt Hotel here last January.

At the close of business June 30 records showed that business with the Hazel Atlas Glass Co., Wheeling, W. Va., for the last six months proved to be the six months' peak in the history of the company, the war period not being excepted. This fact was made known during a meeting of the board of directors of the corporation when the quarterly dividend of two per cent was declared payable July 20 to stock of record as of July 15. The Hazel-Atlas Co., is now making a special effort to secure export business, and several representatives of the corporation are now in Europe with this end in view.

The Fostoria Glass Co., of Moundsville, W. Va., has paid its regular quarterly dividend of two per cent.

According to glass salesmen who are now covering their usual territories, the Meier & Frank Co., of Portland, Ore., plan the erection at once of an eight story warehouse which will permit the firm to carry larger stocks of china and glass. The Kaufman Department store at Harrisburg, Pa., so salesmen report, are ready to build a large addition to their present store.

Improvement in Pittsburgh

There has been quite an improvement in the general retail buying in the Pittsburgh district during the last few weeks, and the china and glass departments in the various department stores have been receiving their share of this new trade. As a matter of illustration, the Kaufmann Department Stores has gone ahead of its June business over that of the same month during 1923. Sales records show that in the number of pieces sold and value of receipts exceed the corresponding record of last year.

Business Briefs

Wm. H. Brown, Gardner, Mass., is planning to erect new two and three-story buildings for the manufacture of woodenware.

The S. S. Kresge Co. are constructing a new 5 and 10-cent store at Portland, Me.

The Rodney Grand Department Store, Brooklyn, has been incorporated with a capital of $10,000 by E. and F. Stoloff and M. Greenberg. Attorney, J. Schottland, 160 Broadway, New York.

Novelties of Beauty from Many Shops in Fascination Lane

A Page of Selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

By Beatrice Miller Wisner

Gift Shop Exhibit at Imperial Hotel

The management of the Imperial Hotel, 32nd Street & Broadway, has struck a happy note in selecting the Red Room on the first floor for the Permanent Exhibit of Gift Shop Wares, Radio Equipment and Toys. The rich red coloring and gold decoration of the room throws out in striking effect the white enameled enclosed glass show cases, which will attractively show off the exhibits of these industries. The exhibit will open July 17th and it is the intention of the management to invite the public at a stated time during the day. Undoubtedly the demand for these products will be strengthened by this plan, which will give to consumers time and opportunity to inspect the latest novelties on the market. A large showing of gift goods will be on view, and with the success of the Toy Fair still in mind there is every reason to expect a large attendance. The Radio industry will be a strong feature and a drawing card to entice the public. All considered, the Permanent Exhibit of Gift Shop Wares, Radio Supplies and Toys is an inducement for buyers, dealers and consumers to familiarize themselves with the newest offerings in handcraft and manufacture in these lines.

Terra Cotta Images in Realistic Poses

Have you visited the Terra Cotta Shop, at 126 East 41st Street, and what did you there? You didn't frighten a little mouse under the chair, but I am sure that you saw a host of little lifelike objects just the proper things for your shop. Such real little creatures —birds, fauns, toads, lizards—all of these terra cotta statues are imported, and the newest importations, parrots and cockatoos in brilliant natural colored plumage, perched realistically on a hoop-swing ready to be placed in the garden tree, to delight some chance wanderer, sauntering among the shrubbery, glancing now and then to find something new. These are the most delightful surprises for summer gardens or to decorate your shop. Any one of these unique, almost human little men would be an attractive adornment for your shop window to entice the most weary shopper, for to become acquainted with these unique garden images, means a renewal visit. The illustration only speaks of a few of these, which are shown in fascinating coloring and natural poses.



Excellent Jar Lamp Adapter

Necessity is the mother of invention, and owing to the demand for a practical device that would perfectly fit any vase or jar to be used for a lamp mount, the J. B. Timberlake & Sons, Jackson, Mich., has perfected an appliance that supplies a long felt need for such an adjustment. The illustration herewith gives a good idea of the "Anchor Adapter" which can be adjusted to any size vase or jar in a minute's time by simply tightening a screw. It is guaranteed to hold rigidly in various shaped jars. There are three models of this adapter — Model S — Adjustable chain pull sockets on cluster, that can be placed at any desired slant for flat or deep silk shades. Model R—Rigid type electric sockets— Model O—Single light style. These are furnished in Statuary Bronze or Brush Brass. With the use of the "Anchor Adapter" it is not necessary to drill holes in jars, thus avoiding breakage.



The adapter is attached very quickly by tightening a long screw which extends through top cover, and this can be done with a small screwdriver or with a coin. The anchor will pass through small openings in jars and the arms swinging on a special hinge can be pressed completely together when inserted. Arms are kept in their outward position by a small coiled steel spring connecting the two outside wings of the special hinge. To prevent marring the anchor arms are tipped with rubber and, being threaded their entire length are adjustable to any width jar opening by simply screwing them in or out. By removing the swivel plug from end of lamp cord, Anchor Adapter cord can be run through hole at bottom of vase. Covers which fit over top of jars are supplied in seven sizes.

Practicability in any product creates demand, and the "Anchor Adapter" is sure to popularize itself through its own special excellent features, supplying one of the neatest and most desired lamp mount fixtures. A folder which explains this device will be mailed upon request. The above concern also manufactures a splendid sturdy line of wire Lamp Shade Frames. Circular No. 25 describing these frames will be furnished if desired.

Retail Trade in May

The following table, made up by the Federal Reserve Bank of New York, shows the condition of retail trade and stocks, mainly of department stores, in May, in different districts:

	May per cent. sales 1922 over 1921	Stocks end of May compared with Last year	Previous month
Boston	I 3.7	I 3.2	D 1.1
New York	I 3.6	I .9	D 4.2
Philadelphia	I .1	D 1.5	D 2.7
Cleveland	I 1.0	D 1.3	D 3.7
Richmond	D 2.5	I 2.5	D 3.5
Atlanta	D 7.2	D 1.7	D 3.9
Chicago	I 2.9	D 1.5	D 2.5
St. Louis	D 4.1	D 2.5	D 2.8
Minneapolis	D 2.3	I 4.3	I 2.0
Kansas City	D 4.5	I .4	D 4.6
Dallas	D 6.6	D 4.2	D 3.3
San Francisco	I 15.5	D 9.0	D 6.3
United States*	I .8	D .7	D 3.3

*Four hundred and fifty-two stores reporting.

The following table shows the changes in value of retail trade as reported by the New York Federal Reserve Bank, the average monthly value in 1919 being taken as 100:

	Dept stores	Mail order	Chain 5 & 10
January	103	69	86
February	88	64	92
March	116	95	121
April	112	77	111
May	112	60	112
June	110	62	109
July	79	49	108
August	82	56	116
September	94	72	113
October	130	88	141
November	125	83	134
December	182	80	241
1922			
January	93	65	94
February	81	59	100
March	105	82	118
April	114	75	134
May	121	69	129

Rollman & Sons to Erect Twelve Story Building

On July 15 construction on a new building for the Rollman & Sons Co., Cincinnati, Ohio, will be started. The concern has vacated its old building and has moved to a building directly opposite, where it will remain until the new structure is completed.

The new building will be twelve stories high, with a basement and a sub-basement. The basement will be used for selling purposes and the sub-basement for service. There will be 160,000 square feet of space devoted to selling departments. J. A. Rollman is the merchandise manager and V. Cavanaugh the buyer of the housefurnishing departments.

There will be a battery of nine elevators, some of which will be express cars between the main and some of the upper floors. The roof will be laid out as a roof garden.

A large portion of one floor will be set aside for the employes. Here there will be rest rooms and recreation rooms, and a restaurant which will be owned and operated by the employes.

It is estimated that when the concern moves into the new building a force of 1,500 employes will be required.

The corner where the new building is being erected is considered the busiest in the city. In a recent study made to determine how many people pass certain sections it was shown that 68,571 people passed the Rollman corner between the hours of 9 a. m. and 5 p. m., of whom 60 per cent were women.

Self-Service China and Glassware Department Makes a Hit

Operating a whole section of their store entirely on the self-service plan, the Efird Department Store, Wilmington, N. C., has proven that the "Pick-Take and Tote" idea is appreciated by its customers, who are showing their interest by doing more trading than formerly. Customers need not carry their purchases with them if they don't want to, however, for the free delivery privileges are extended to the self-service section as to all other departments of the store.

This particular Efird store is one of a chain of thirty-one located in North and South Carolina and Virginia, and in it the self-service idea has been worked out to a point which approaches the highest efficiency, and which makes it an example from which other merchants will gain inspiration.

The scheme is unique in its general layout, the different aisles radiating like the spokes of a wheel from a central point where the cashiers and wrappers preside. No matter where the customer wanders, in making his selections, the aisle will bring him back to the cashier's desk, where he pays for his goods and has them wrapped. The department is a tremendous money-saver in the way of salary overhead, for it is operated by one man and a cashier, whose duties are merely to wrap the goods and take the money.

There is no shelving of any sort in evidence in the fittings, and the attendants at the cashier's desk have a full and unobstructed view of the entire floor. Goods are displayed on both flat and pyramid tables, and there is a large price card for each item of merchandise. The customer is able to see all over the room from any point, and with table displays and legibly lettered cards, finds practically all of the store offerings presented at a glance. As selections are made the customer is obliged to pass by the cashier's cage, where goods may be left if further shopping is intended. The customer simply picks out the articles desired and carries them to the cashier, where they are inspected, and the amount footed up, exactly as a cafeteria inspector gives out a check for a tray.

For the protection of the store from customers who might depart without the formality of paying for their selections, the store has a sort of cage effect railing at the front with only gate for entrance and one for egress. The plan, which has developed in such a surprisingly successful way, was largely evolved by F. S. Buie, who is in active charge of the "Pick-Take-Tote" department.

One of the Efird ideas is the "hour sale," which is always conducted in the self-service section regardless of the kind of merchandise presented. The department is roomy, and the wide aisles make it an ideal place for a bargain scramble. Volume of sales has shown a steady gain in this comparatively new section of the store, which

Buyers Everywhere Plan to Attend the



Among the lines to be exhibited are:

W. C. Owen
Pollyanna Co.
The Steinbeck Co.
C. M. Coopersmith & Co., Inc.
Fo Sing Yuen Co.
W. T. Darden Co.
W. S. Broude Co.
Shirley Studios
Irvin-Smith Co., Inc.
Garland Toy Market
Chicago Society of Art Needlework
Jennings Bros. Mfg. Co.
The Chicago Gift Market
Mueller Bros. Art Mfg. Co.
Industrial Trading Corp.
Schwartz Picture Frame Co.
Regal Art Co.
Smith Metal Arts Co., Inc.
The Tin Decorating Co. of Baltimore
F. B. Tinker
Benedict Mfg. Co.
Will & Baumer Candle Co., Inc.
Karl V. Gambell
Borin Mfg. Co.
Art Lamps Mfg. Co.
D. J. Carver
Master-Craft Publishing Co.
G. U. Gairing
The "Kulpkhrom" Line
Geo. B. Hurds Co.
Colonial Lamp & Fixture Works Co.
Koscherak Bros.
Graham & Zenger, Inc.
Norwood Novelty Co.
Paul T. Barrett
Edward Gross Co.
Hindu Incense Mfg. Co
Henry Amdursky
Russian Antique Co.
N. S. Day Associates
The Prang Co.
Abt-Puls Specialty Co.
Alderman, Fairchild Co.
All Nations Playing Cards Co.
C. W. Allen Co.
Alys Parfumerie
Appleton Studios
U-Neak Dinner Favors Co.
Reuhl Molding Co.

BUYERS should arrange now to be on hand and inspect the lines quickly, conveniently and economically. There will be two floors of exhibits.

FURTHER DETAILS will be given by addressing the Gifts, Artwares and Novelties Assn., 60 W. Washington St., Chicago, Ill.

is now functioning so admirably that continuous prosperity is indicated. The management is thoroughly "sold" on the self-service idea insofar as it may be worked out with certain lines of merchandise—naturally lines which do not require a high order of salesmanship for their proper presentation.

Merchant's Memory Honored by Employes

The employes of Robert Fraser, Inc., Utica, N. Y., recently installed and unveiled a large bronze tablet to the memory of the late Robert Fraser, founder and head of the store which bore his name. The presentation was made on behalf of the employes by Walter S. Schuderer, who has been with the firm for more than forty years. Robert D. Fraser, a nephew of Mr. Fraser, accepted the gift and paid a glowing tribute to the memory of his uncle.

Training in Pottery Salesmanship

A number of young men and women were recently given the benefit of an instructive tour through the leading pottery manufacturing establishments in the Stoke area and other sections of England Consul W. F. Doty, Stoke-on-Trent, informs us. The tour was under the auspices of the Pottery and Glass Trades' Benevolent Institution, which for some time past has been conducting courses in salesmanship open to those engaged in the retail side of the glass and china trades.

It was felt that, contemporaneously with the effort to improve the art and technique of pottery making, something should be done to improve the qualifications of those who have to sell the goods to the public. With this end in view, the trade association arranged for lecturers to go to London from the manufacturing centers, and invited salesmen and saleswomen to embark upon a theoretical course, with the object of qualifying themselves for certificates and, among other privileges, a free tour of the Potteries in order to augment their theoretical knowledge by actual observations of producing methods. The tour just completed was the culmination of one of these courses. The leading pottery manufacturers were in contact with these students, and unquestionably, on both sides, the personal contact was highly beneficial.

"Pot Hounds" the Latest

Miss Florence Pretz Smalley, illustrator for Bullock's Store, Los Angeles, Cal., who won fame as the originator of the Billiken, has just put out a new creation for the amusement-loving public. "Pot Hounds" the little plaster figures are called, and they present the alley pup in all his glory. The debut of the Pot Hound into society comes from the presentation of the first one designed to Manager W. A. Holt, of Bullock's Advertising Department. It made a sophisticated ad manager smile and so its success is assured. Pot Hounds will be made on trays for ash receptacles, with a bone thrown in for good luck.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

RETAIL trade is holding up well in Chicago and the middle-west. A slump in retail buying is expected about the middle of July, as marking the customary falling off in Summer sales. The wholesalers are marking time, waiting for the buyers to complete their semi-annual inventory work, which will put them in shape to figure on additional stocks.

The new twenty-two story Federal Reserve Bank Building in Chicago, which has just been completed, is equipped throughout with the Jefferson Glass Co.'s famous Doric Moonstone Reflectors. Many of the illuminating glass factories were bidding for this job, but after testing the various samples submitted it was decided that the Doris Moonstone was best fitted to the specific needs of the new building.

Hinkle & Best Co., 122 S. Michigan Avenue, were awarded the contract to supply the lighting fixtures for the New Lake Shore Trust and Savings Bank, nearing completion in the North Michigan Avenue section. While not the largest bank, this is the last word in modern bank construction. Hinkle & Best equipped the fixtures with Jefferson Glass Co.'s products.

Chas. D. McChesney, Chicago representative for the East Liverpool Potteries Co., East Liverpool, O., and in charge of their Chicago display at 56 West Washington Street, has been suffering for several weeks past with a severe attack of rheumatism and therefore absent from his office. He is recovering, however, and comes to the office about once or twice a week but will be more or less inactive for some little time to come.

Josef Landesberg Importing Co., New York, are showing in their Chicago office in the Republic Building, a number of new iridescent illuminating glass bowls as well as small glass shades made in Czecho-Slovakia.

The Chicago Lamp & Fixture Co., formerly located at 517 West Jackson Blvd., who lost their plant by fire which swept the block bounded by Jackson, Clinton and Canal Street, are now located in their new factory at 224 N. Halsted Street, where they will continue to make floor, bridge, reading and table lamps and shades.

The Chicago office of the Fostoria Glass Co., Masonic Temple Building, is exhibiting some unusually artistic glass cheese and cracker sets. These are decorated with colored enamel in band and flower designs and the set includes a covered dish for the cheese resting on a larger glass dish to hold crackers. Mr. Dalzell reports this number as attracting unusually favorable comment among the buyers.

Something new in wrought iron work, are the candlesticks and bowl stands to match, which are being shown by John S. Ward, manufacturers' representative in the Heyworth Building. These sets, when fitted with glass bowl and candles to match, have a different artistic touch, making a very attractive buffet set.

Frank Tinker, factory representative, spent last week in the East on business, and Mort Tinker, his brother, associated with the business, left this week for a two weeks' vacation in the North. Frank Tinker's lines will be exhibited at the Chicago Gift, Art Wares & Novelties Show to be held at the Palmer House, August 7 to 12.

Mr. Fricke, manager of the Chicago office of the Phoenix Glass Co., reports business in the illuminating glass lines as good with the prospects for Fall business the best in years. The Phoenix Glass Co. factory has been operating from 60 to 75 per cent of capacity and following the shut down during July, the factory will probably commence in August to run 100 per cent, according to Mr. Fricke.

J. R. Irwin, buyer for Boggs & Buhl, Pittsburgh, accompanied by his son, R. C. Irwin, salesman for A. H. Heisey Co., spent some time with Walter S. Redfield, Chicago representative for the Heisey company, last week.

Joseph Davis, representing Knowles, Taylor & Knowles, following a week's display of his line at the Morrison Hotel, left Chicago last week for the East.

The National Novelty Sales Co., 26 Quincy Street, is a newly organized concern to deal in novelties, jewelry and gift merchandise. The firm is incorporated for $5,000, and those interested are Kenneth McGaw, Edward Strand, and Ida Samuels.

The August Gift Show

At a meeting of the Rooms Committee of the Gift, Art Wares & Novelties Association held in Drummond-Seeley Show rooms last week, rooms were assigned to all who have made reservations for the August Gift Show at the Palmer House. A number of additional applications for rooms were received during the past week, assuring the show of even greater representation from which the buyers can select their Fall stocks. W. C. Owen, 17 N. Wabash Ave., president, will furnish further information to any one interested.

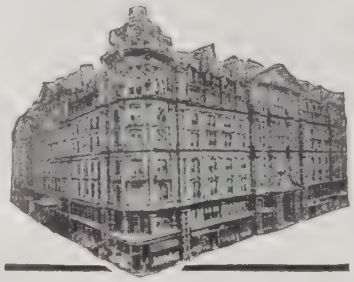
CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



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Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.

Guernseyware, Room 562
COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
Dinnerware, Vitrified Hotel Cooking Ware and Tea Pots, plain and decorated.
Aluminum for special sales and high grade Cut Glass.
"Scout-Runner" with the live center.
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Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

Imported overglazed
CHINA COLORS
Powdered or Mixed for Use
Everything for China Decorators
PILKINGTON MANUFACTURING CO.
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A. G. HALLGREN
Room 408, Garland Bldg. Phone Cent. 2961
58 E. WASHINGTON ST.
Representing
MERCER POTTERY CO., manufacturers of Quality Dinnerware and Hotel Ware.
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THE HAEGER POTTERIES, Inc.
Pottery of Distinction

Plant and salesroom at
DUNDEE, ILLINOIS
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KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE



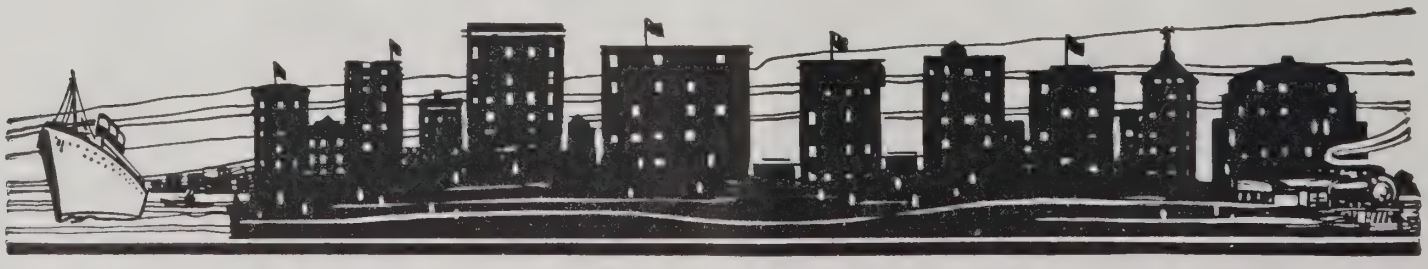
The John S. Ward Co., not Inc.
Room 1508

Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

PLATINUM Encrusted China—The Latest
A most wonderful treatment in Bright and Dull finish. Guaranteed to wear and the BEST Seller. Your line is not complete without
KITTLER'S PLATINUM CHINA
2116 Hudson Avenue, Chicago
Phone DIVERSEY 3357

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
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Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
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Central 3497.



CHICAGO

READY TO SERVE
BUYERS OF
CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

LIN-O-LITE SHADES

An innovation, hand painted Linen, Silk Lined and Silk Braid Trimmed. Durable and strong. Made by

VOLKMAN & CO.
3223 W. Lake St.

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

Here's a good business building card for sale at a little price.

Phone Wabash 860

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
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Phone Calumet 0876
We are prepared to make immediate shipments.



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17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Bonita Art Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.
17 North Wabash Avenue
Chicago

Announces

their removal from 17 North Wabash Avenue to more commodious quarters in

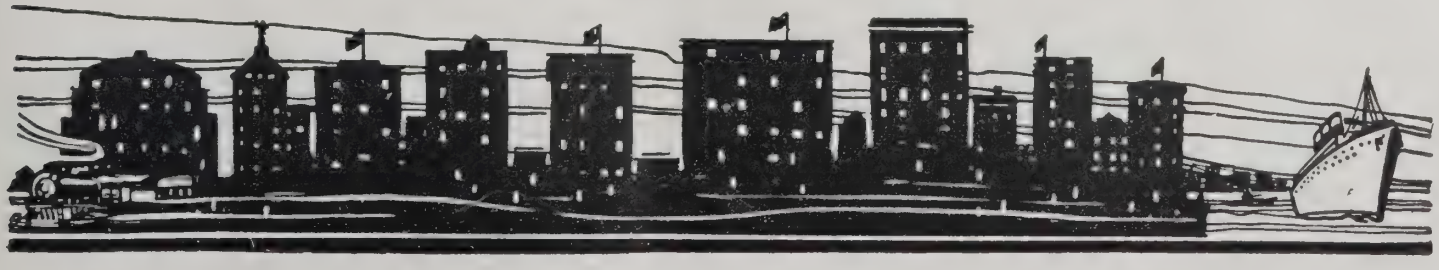
The Burley Bldg.
9 N. Wabash Ave.
Chicago

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

PROGRESSIVE CHINA DECORATING CO.
Decorators of fine imported and domestic china. Monogram and design duplication a specialty.
1836 W. Van Buren Street
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TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046

HISPANO-MORESQUE
LUSTRES & METALLIC GLAZES
Vases, Bowls, Lamps, Comports, Candlesticks
THE N. O. CEDERBORG CO.
Chapman Block, Aurora, Ill.



WANTED

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

SALESMAN—Old established manufacturer wants experienced salesman to carry side line of metal table lamps, covering New York, New Jersey, New England, Central and Southern states. Box 172, care CROCKERY AND GLASS JOURNAL.

REPRESENTATIVE WANTED by fancy goods and holiday novelty concern calling on large department stores through the middle west. Must have had experience in this line and acquaintance with the buyers. Box 183, care CROCKERY AND GLASS JOURNAL.

"MANAGER AND SALESMANAGER."—An Eastern glass company want a salesmanager who is thoroughly posted regarding crockery and glass, department store, etc., wants, and can handle salesmen. A fine proposition for the right man. Give age, experience and salary wanted. Must be a hustler. Box 186, care CROCKERY AND GLASS JOURNAL.

IMPORTERS of Czecho-Slovakian Salt Shakers, Individual Shakers, Tooth Pick Holders, Knife Rests, Colognes, Sprays, etc., would like to secure salesmen to sell their line either on commission or jobbing basis. Box 187, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

A SALESMAN of strong personality and refinement with broad successful experience in American Dinnerware lines desires connection with manufacturer who can offer position with possibilities in earning from 6 to 100 thousand per annum. Can furnish references of highest character. Box 189, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

FOR SALE—One glass plant completely equipped with automatic machines and flows in the natural gas section with cheap incoming and outgoing freight rates. Will sell cheap. Reasonable terms can be arranged. Box 188, care CROCKERY AND GLASS JOURNAL.

STORES—123 East 34th Street between Park and Lexington Avenues. A Light Street and Parlor Floor Stores in newly altered 24-foot front building. Owner, H. A. Florsheim, 225 Fifth Ave., Room 609. Mad. Sq. 7667.

Fred Reimer Shows New Art Wares

(*Continued from page 25*)

effective background for the hand-painted decorations, which consists of simple flower treatments in bright colors of red, blue and green. Among the items are tea sets, water jugs, bowls, ash trays, flower holders, etc. In Krautheim china, Mr. Reimer is showing many attractive patterns, in short sets and in dinnerware. One outstanding number in tea sets is of graceful Colonial shape with wide coin gold edge bands and coin gold handles and knobs. On the same desirable shape is a colorful Dresden design in gold paneled effect. An octagon chop tray and salad plates with Dresden flower sprays in brilliant, natural colors and with gold edge bands is another conspicuous offering. In dinnerware a range of eleven patterns in package lots of small assortments or complete dinner sets are available. One treatment is formed of a narrow border of fine lines in black and gold with inside scroll enhanced with small flowers and foliage in pink and green. A blue lattice pattern with medallions of blue flowers is a charming number, as is also a gold band pattern in a new shape, while another blue treatment comprises floral sprays with a narrow blue border near the edge and a shoulder border with panel insets of dainty blue flowers.

Miller & Rhodes

(*Continued from page 20*)

The basement will be devoted to the sale of china, cut glass and silverware, for which departments Mrs. C. H. Newman is buyer. The housefurnishings and kitchenwares departments, of which J. G. Paulette is buyer, will also be located here, as will be the electrical goods, books, stationery, and the piece goods departments. All bargain booths will be located in the basement.

This makes the eighth time that the concern has been compelled to enlarge its store. The business was started in 1885 in a store 22 ft. by 75 ft. When the addition is completed the store will have more than 219 times more space than the original store occupied.

Handling Decided Customers

(*Continued from page 15*)

while she regrets they have not exactly what the customer wants, she is offering this similar article as a suggestion and that she believes the customer will like it almost as well and be thoroughly satisfied. When a customer is decided upon selecting something obviously unsuitable for her purpose or which will not give satisfaction for the use for which it is bought, then the salesperson should not neglect to explain why. And this is important for the reason that if a customer regrets making a purchase she will not likely remember that it was bought upon her insistence but shift the blame upon the store and the shoulders of the person making the unsatisfactory sale.

Business Briefs

Neisner Bros., Inc., Camden, N. J., have opened a new 5-10-25-cent store on the site of the former well-known Handle department store, which was destroyed by fire last winter, and upon which central location a new building has been erected.

The Brown & Hamilton Store, New Castle, Pa., have been featuring a special exhibit and sale of hand painted china.

The Invincible Importing Co., New York, N. Y., has been incorporated with a capital of $16,000 to deal in toys and novelties. M. Gerson, J. Slotnick and F. Topher are the incorporations and the attorney is L. Schafran, 51 Chambers Street, New York.

ESTABLISHED IN 1874 PHONE STUYVESANT 6052

Crockery and Glass Journal

The Representative Paper of the Industry
Devoted to
CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS
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East Liverpool

VOL. 95 JULY 13, 1922 No. 2

AS THE EDITOR SEES IT

SELLING UNDECIDED CUSTOMERS

WHILE there is nothing objectionable about customers looking around the store, it is always safe to assume that a large percentage of these prospective purchasers will buy if they see the goods they want and the merits of the goods are clearly explained by the salesperson. Decided customers are often looking about for goods, to be sure, but the class of customers who fall into the "looker" class are usually undecided ones. Those patrons of a store represent a comparatively large number and they show two prominent characteristics. These characteristics are uncertainty as to the articles wanted and a propensity for changing their mind. Customers of this kind are the cause of a good deal of wasted time, and while there are many different types of undecided customers, all may be roughly grouped into four types. First, we have the customer who will only make up her mind after looking at a big variety. Then there is the customer who wants something but has a very indefinite idea what will suit her. For a third type we have the customer who has a general idea what is wanted but is slow to make up her mind, even after looking at all the goods in the department. Customers of this variety are hard to serve but the fourth species—the customer who makes up her mind and then changes it is a hard problem to solve. She may be sold in the store but is likely to change her mind again when the goods arrive at her home and the chances are about even that the goods will be returned.

ALL of these indecisive customers are more troublesome to sell than are decided patrons who possess a fair knowledge of merchandise. Instead of comparing one article with another and choosing the one most desirable for her purpose, she wanders from one shape and pattern to another and if she does arrive at the point of buying, she leans a great deal upon the salesperson's opinion. "I would like a consol set for a mahogany table in my hall.—Just show me something you think will do," or "I want a table lamp—I don't know what—Is pottery or brass or wood the thing—What do you think?" A good many customers of this mind wandering type seem hesitant about using their own brains and prefer to let someone else do the thinking for them.

THESE "What do you think?" customers are best handled by showing them a good variety to select from and accompanying the display with a good deal of talk. These customers are looking for ideas and it is up to the salesperson to make plenty of suggestions about the different shapes, patterns and colorings. A great deal of patience is required to handle indecisive customers and the salesperson is usually obliged to keep up a running fire of sales talk, or the customer will wander around and leave without buying anything. Some efficient salespeople force the sale by first finding out the customers prefer, then show what they think will suit her best, seeking to convince her that their judgment can be depended upon. This works well in some cases but in as many other cases it does not. While there are exceptions, it is usually poor selling judgment to endeavor to force even undecided customers too much, because the customer is likely to react unfavorably after the goods are received and send them back. To avoid this dissatisfaction, a good many who have achieved success in retail selling, confine themselves to talking up the merits of the goods and by suggesting that one particular article would be better for her purpose, the customer is assisted to make up her mind through the logical reasons advanced.

The Work of the Store Controller

Successful Management of Modern Retailing on Big Scale Depends Greatly on Keeping Costs Down—This is the Function of the Store Controller, Who by Eliminating Waste and Stopping Leaks Effects Economy in Running Store and Reduces Prices to Benefit Public

OF the individual elements which enter into retailing on a large scale, the part the store Controller plays is one of the most important. He is a vital factor in determining and scanning wastes, inefficiencies and lack of economies, and thus helps to eliminate them. By keeping down costs, he contributes toward lower prices to the public. With rising prices of raw material and manufacturing, the problem of retail merchandising costs is assuming unusual difficulties and importance.

When the Third Annual Controllers' Congress of the National Retail Dry Goods Association met in June at Atlantic City, there convened one of the largest single groups interested in cutting down retail costs. The keynote of the congress was "Efficiency in Retailing."

According to Ernest Katz, Vice Chairman of the congress and Controller of R. H. Macy & Co., Inc., the convention gave a greatly strengthened impetus to the movement to reduce retail selling costs all along the line.

The present merchandising situation demands this, and no one is in better position to secure results than the store Controller. His office is the link between the business, its whole organization and those who operate it. After he has determined, through his many departments, the sales, purchases, stocks, operating costs, profits and losses, stock turnovers, etc.; after assuring that the business receives every dollar for the merchandise leaving the store and that it pays its manufacturers on time for merchandise received; after he has set up means, and finally controlled all the merchandise in the house, safeguarding it against losses of any kind, his task has just begun.

An Interpreter of Facts

He must now interpret all of these facts so that the organization may more effectively plan on the basis of its experience, anticipate future needs, and properly prepare to meet them, in order that the business may be successfully operated both for the store and the public.

There is an unlimited field for the Controller to develop in connection with the data available to his own office. Take the control of personnel, for instance. Why can't we plan our personnel ahead of time, and know how many employes we are going to need? It may be objected that we don't know how many transactions, purchases or invoices, adjustments or complaints we are going to have. But statistical research has overcome much more difficult problems than these and can easily enable us to anticipate these unit operations, so that we can plan the personnel and equipment needed ahead of time.

How many of us waste a lot of space, and space is very costly in a department store, because we do not anticipate in advance the unit square foot of space we will need in proportion to the unit number of stock we are going to have? It is in this and kindred fields that the Controller can do much to dominate costs.

The department store executive knows how much is absorbed by the pay roll. He knows what a problem it is to keep his pay roll within the lowest possible limits, commensurate with a sufficient supply of employes to efficiently attend to all the daily routine. But the purely accounting control of the dollar and cents value of the pay roll has been ineffective in properly handling personnel. The dollar value changes and is no index as to whether we have too much or too little personnel. It is futile to compare the pay roll in dollars and cents with the business in dollars and cents, because one is no measure of the other. The work performed cannot be measured in terms of the dollar value of the merchandise, or purchases involved.

Control of Personnel

In order to control personnel, the Controller adopts another unit of measurement, and that is the individual employe and the individual unit of work performed. The aim is to find out how many employes are needed per so many sales checks, purchases or invoices. Thus it is the Controller has devised a series of statistical tables which are a much better measure as to whether or not personnel is being effectively controlled. The work in the organization does not change with inflation or deflation of prices. It does change with the increase or the decrease in the unit of operations.

Through these charts the Controller establishes production standards commensurate with their possible human performance and finally maintains such productive records as will measure the extent of living up to these standards. In this way, profits may be anticipated and even determined in advance.

We know that in every large organization there are many inefficiencies and constant errors that are not even discovered, much less controlled. These inefficiencies cost us much in time, energy and money lost wherever they occur. It is easy to find a series of links whereby the sins of one department are inherited and suffered for by the next department to which they are passed on. If we take, for example, such a small item as errors made by entry clerks in the delivery department, we know how much they increase the work of auditing, and this little waste many times over in other departments makes for serious losses. A statistical survey of the percentage of errors made by entry clerks, effectively controlled, will hold these in check.

Locating Weak Departments

Merchandise control has been developed to some extent, but there still lies open a vast field of improvement.

Starting with a known inventory and working toward an inventory desired at the end of the period, the controller should be able with proper estimation of his sales to state definitely the purchase limits for each department. The department store has reached the point where the wide-awake controller, realizing which departments are profitable and which are not, can point out to the merchandise management those which should be developed with the greatest intensity. Numerous stores have been slowly but surely driven to the wall because the unprofitable departments developed so intensively that they ate up the revenues produced by other departments.

From his records, the controller knows the sales made in each department over a period of years. In connection with this, sales not in dollars but in number are meant. Sales planning must be directed toward the increasing of the number of sales.

Past experience is naturally the determining factor, and the number of weekly sales for five or ten years past must be available. Close observation of these sales figures expressed graphically will show there is a general trend that is followed each year. This is best expressed by a moving average, which is secured by making each week an average of five weeks' sales. The next step is to determine the immediate tendencies of the period to be estimated. Are conditions, national and local, conducive to buying? Is the public in a receptive mood to price offerings? With all of these facts before him, the controller should be able to determine what percentage of increase can reasonably be expected of each department and arrange that plans are made accordingly. Proper planning in this regard clearly indicates to the controller the employes that will be necessary to handle the business, the necessary expenses of all kinds to be met and the limits to be set upon buyers for their season's purchases.

In conclusion, let me state the controller who merely records data is a failure. Data is of no value unless made vital by study. The progressive controller should be the motive power. He should make use of the enormous value of data in his possession to forecast as best he can the possibilities for the future. In a word, he must have vision and also the courage and enthusiasm to carry his ideas into practice.

Retail Trade in June

F. W. Woolworth & Co. report gross sales of $12,432,986 for June, against $10,742.66 last year, the increase amounting to $1,689,820. For the first six months of 1922 gross sales totaled $70,213,518, against $62,229,280 in 1921.

The S. S. Kresge Company for June reports gross sales of $4,945,083, against $4,245,317 for the same period first half of the current year this company reports sales of $26,898,361, against $24,179,027 for the same period last year.

Following will be found a summary of sales of mail-order houses for June and six months, with comparisons:

Mail-order	*June, 1922*	*June, 1921*	*May, 1922*
Sears-Roebuck	$10,910,108	$11,093,854	$14,477,694
Mont. Ward	8,655,443	6,806,143	6,377,076
Total	19,565,551	17,899,997	20,854,770

Mail-order	*Six mos.'22*	*Six mos.'21*	*Change p. ct.*
Sears-Roebuck	$82,503,225	$89,415,291	D 7.7
Mont. Ward	41,800,471	37,170,391	112.6
Total	124,303,696	126,585,682	D 1.7

How's Business?

Conditions in industry and trade have been somewhat quieter for the past week due in most part to the break caused by the holiday and the stormy and unseasonable weather. While business recovery has met another obstacle in the form of the railroad strike, there has been no set back to the steady improvement which continues and in the current weekly survey of conditions Bradstreet's take an optimistic view of the business situation.

In the East

In New York despite the fact that normal summer dullness marks the present period, a fair number of buyers were in the city during the week, the majority being after goods for quick sale. Retail trade reflected a marked improvement in sales immediately after the skies cleared. The crockery and glassware trades are booking fair orders. Fruit jars are, of course, in particularly strong demand just now, and soft drink glassware continues quite active. Boston reports that trade continues to improve, retail auto business good but collections in all lines somewhat slow. In Philadelphia many retailers are reported offering discounts to move stocks, retail trade is fair but manufacturing and industry is rather quiet and collections are slow. Pittsburgh reports that steel trade is very active, retail and department store trade fair but collections are slow. In Buffalo trade is good in spite of street car strike, building is brisk and collections fair.

In the West

In Chicago business in general is the largest in more than a year, considerable activity is shown in housefurnishings. Mail order houses are doing more business and retail trade is fair. In Cincinnati industry is improved, retail trade fair, more building being done but collections are rather slow. Detroit reports that department stores report sales about 20 per cent ahead of last year and collections of retail accounts much improved. Building is active, permits for June aggregating 8¼ millions of dollars. Auto plants operating on full time. Crop prospects are good and collections fair. In Kansas City trade and industry are fair. In St. Joseph retail sales are being stimulated by midsummer sales and collections are only fair. St. Louis reports that retail trade is showing gradual improvement, department stores are advertising cut-rate sales and country merchants report that trade is better. Autos in good demand, manufacturing busy, crop prospects are good and collections fair. In Milwaukee retail trade is good, crop prospects ideal, building quite active and collections fair. Minneapolis reports that retail trade is slowing down but all anticipate big fall business, crop prospects are good and collections

slow. In Des Moines trade is satisfactory, building improving, crop prospects good but collections are slow. Omaha reports that trade is good, building active, crop prospects good and collections fair.

In the South

In Baltimore trade was interrupted from July 1 to 5, and the heaviest fire Baltimore has sustained since the big fire of 1904 occurred on July 2 when the export terminals of the B. & O. railroad were entirely destroyed. Retail trade remains fair and collections are fair. Charleston reports that cut rate sales are having little effect on retail sales, but manufacturing is active, crop prospects fair but collections are slow. In Memphis retailers report trade is improving and collections fair. Birmingham reports that retail trade is only fair but collections continue fairly good. In New Orleans general retail trade is continuing under that of last year and collections are backward. Tulsa reports that trade is good, building very active and collections show improvement. In Dallas retail trade is good, crop prospects are good and collections are about fair.

On the Pacific Coast

In San Francisco trade is fair, crop prospects good, manufacturing fair but collections remain fairly slow. Portland, Ore., reports that glassware jobbers say business has been gaining for the past four months. In Seattle retail trade is increased by clearance sales, crop prospects are good but collections are slow.

In Canadian Cities

In Toronto trade is fair, auto plants doing good business, crop prospects good and collections fair. Montreal reports that retail trade is fair but merchants only buying in small lots and collections are slow. In Winnipeg trade and industry continue quiet, while in Vancouver retail trade is good for the season and collections are a little better.

Banker Optimistic on Business Outlook

An optimistic view of business conditions was given recently by Benjamin Strong, governor of the Federal Reserve Bank of New York.

"At hardly any period in the history of our country," he said, "has the banking situation been on a sounder basis. We now have ample facilities to supply all legitimate demands for credit, and those facilities are better organized than in the past. Prices of securities have risen sharply during the past year and all Liberty bonds are now selling in the open market at a premium. Business failures are on the decline.

"I do not want to leave the impression that in all business everything is all that can be desired. There are still some spots on the industrial horizon which must be cleared up. In most of those industries which have recovered from the extreme depression of the past year or more, the recoveries have been built upon solid foundations and I view the future with reasonable optimism."

Industrial Conditions Good, Says Secy. Mellon

There is no doubt that "good industrial conditions" now obtain in the United States, according to the view of Secretary of the Treasury Mellon. With the start of the new fiscal year the business outlook today was declared to be "very promising."

Reports coming to the Treasury indicate that house building, instead of slowing down, is accelerating. The railroads are spending a great deal of money for new equipment and are placing fresh orders. While some slowing up has been observed in the other industries it is the opinion of high officials that this is really a good thing, because it permits a more gradual improvement in business and avoids some of the features that might lead to inflation.

Summing up the conditions obtaining in the United States, it is the Treasury's view that generally the situation is good and there can be no doubt that the industrial conditions are sound.

A settlement of the coal strike would permit an enlargement of operations by industrial plants and would have a beneficial effect.

The British Toy Trade

The British toy trade is beset by difficulties, to judge by the complaint made to the committee under the Safeguarding of Industries Act by the Incorporated Association of British Toy Manufacturers and Wholesalers that toys manufactured in Germany were being offered for sale in the United Kingdom at prices below those at which similar toys could be made in this country. In 1919, it was stated, 300 firms were engaged in the toy trade. Recently 82 of those firms had resigned from the association and had closed down. In 1919, 40,000 hands were employed in the manufacture of toys; now there were barely 5,000. The wages paid in 1919 were about £3,000,000; today they were £500,000. While British toys cost twice as much to produce as in pre-war days, German costs have fallen. F. Janisch, of J. K. Farrel and Co., Limited, of Acton, said that his firm in pre-war days was able to compete with Germany, but the collapsed exchange gave Germany an unfair advantage. He produced a number of "squeaking teddy bears" which were examined by the committee. Similar bears, he said, were obtainable from Germany at 400 marks, or £1 1s. 7d., per dozen. The Englsh price was £2 3s. 9d. per dozen.

Belgium as a Market for Aluminum Ware

Leigh W. Hunt, Secretary to American Trade Commissioner at Brussels, informs us.

The Belgian market for aluminum ware has developed greatly since the war. Whereas imports of all aluminum ware for 1912 and 1913 amounted to only slightly over 15,000 and 9,000 kilos, respectively, imports for 1921 amounted to 113,285 kilos, of which 95,206 kilos came from Germany, 9,624 kilos from France, and 7,802 kilos from Switzerland. Imports for the first three months of 1922 were as follows: From Germany, 9,878 kilos; France, 2,829 kilos; Switzerland, 723 kilos; other countries, 197 kilos; total, 13,627 kilos.

Germany exports to Belgium large quantities of small

articles, such as strainers, goblets, candle-stick holders, coffee filters, etc. Many Belgian firms no longer handle German aluminum pots and pans, or other German articles that are placed directly on a fire, as the quality of German aluminum is not considered good enough for this use. Some large department stores, however, handle these articles because of their low price. Though the poor quality of the German product has caused some prejudice in Belgium against the use of aluminum in the kitchen, the Belgian market nevertheless remains promising.

French aluminum ware is considered the best of any on the Belgian market, and has a good demand from firms handling first-class products. Switzerland for some time past has been sending aluminum ware to Belgium at prices slightly under those of the French product, and is evidently making a serious attempt to gain a good foothold in the market. Swiss products, while not considered as good as the French, are better than the German ware.

Belgium has but one important aluminum factory—La Ferronerie Bouillonnaise, at Bouillon. This factory turns out a product approaching the French ware in quality.

Types of aluminum ware popular in Belgium are double-handled conical and straight-side stew pans, double-handled and single long-handled frying pans, wooden-handled coffee and tea pots, kettles, etc. In pots and pans it is well to avoid converging sides, or fancy articles, especially original shapes, Strainers for all uses, ladles, skimmers, basins, jars for spices, sugar, salt, coffee, etc., salt and pepper shakers, sugar bowls, and similar articles in aluminum are very popular.

A firm desiring to enter the Belgian market should be able to meet French and Swiss prices, know the types of aluminum ware popular in the country, have a product of irreproachable quality, and be able to sell from stock in Belgium or make quotations in francs, c. i. f. ports of destination.

Handling Heavy Cut Glass with Profit

Heavy-cut glass of high quality possesses appealing qualities entirely its own. A clear crystal blank well cut is an article of beauty and utility and possessing a large measure of intrinsic worth, the products of the best manufacturers should not fail to move well in department and individual stores. A good many merchants are now perceiving that the better grades of heavily cut crystal sell well the whole year round, providing the line is well and appropriately displayed. Contrary to the mistaken idea of some merchants, cut glass has never really lost its favor with the public, but as colored fancy glassware has been introduced, the novelty of color has made a bid for popularity and a good many stores have featured the newer lines at the expense of the cut glass they formerly displayed. Colored glassware has many attractive qualities and so has good cut crystal. But the merits of each are quite different and while it is up to every merchant and buyer to decide the question of how much he will stock, no retailer should overlook the pertinent fact that the public will buy the heavy mitre cuttings if the wares are properly shown.

Color has its attractions and the fire and sparkle of sharp, rich cuttings has its attractions. Both are beautiful and the beauty of each are enhanced by the quality of the product. The lustrous green of the emerald and the rich hue of the pigeon-blood ruby are beautiful but neither have dimmed the popularity and sale of the diamond. Heavy cut glass of good quality is by no means passé. The popularity of colored glassware may compete with it but it does not supplant it. The public are not purchasers of any one class of goods exclusively and many who buy colored goods are also purchasers of cut crystal. The potential market for the heavier cuttings is as large, if not larger than in the past. But the public is, of course, attracted by the manner in which merchandise is featured and displayed. While colored goods may be shown without much care, cut crystal does not show up to good advantage unless well handled. To form an attractive display, cut crystal must be clean and polished and for bringing out its full sparkling qualities, mirrored table tops or the use of mirror plateaux are particularly desirable. Lacking either, black velvet forms a good substitute. There is a good substantial profit in handling good quality cut glass and we are confident that every store will find it a good line to feature on many sale occasions. But to handle it to secure the greatest sales volume, the better grades well displayed will assure the best profit to the store and give customers the most satisfaction.

Business Briefs

The N. Y. Feldspar Corp. has purchased property at Lincoln Park, Rochester, N. Y., from the Penn Glass Sand Co. for a consideration of $87,000. It is estimated that this will increase the company's production to 300 tons daily.

John Trenck, head of John Trenck & Sons, Indianapolis, was expected in Chicago this week. He will be accompanied by C. J. O'Connor, of the Chicago office, who has been in Indianapolis recently on business.

Geo. F. Ruby, importer of Chinese and Japanese goods, with permanent display in the Palmer House, is driving to Boston with his family for a vacation. He left last week and will return in August.

D. P. Lewis, hotel china buyer from the Pioneer store at Marshfield, Ore., was in Chicago during the past week on a buying trip.

J. P. Lawrie, importer of high grade Japanese Wares, with sample rooms in the Stevens Building, is now making his twentieth successive and annual trip to Japan. Mr. Lawrie's record was unbroken even during the war. He is head of the J. P. Lawrie Import Co.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

STILL another change reported among the buyers, is that of A. M. Nordland, who succeeded Charles Hansen, buyer for the Pettis D. G. Co., Cincinnati, the first of the year. He will again be Mr. Hansen's successor as buyer for Block & Kuhl, Peoria, Ill., it was learned through word received in New York last week. As reported in a recent issue, Mr. Hansen resigned from the latter concern to go back with the Pettis D. G. Co., with whom he had formerly been connected up to January 1st last, for some years.

The organization of travel service is a new departure taken by Alfred Fantl, one of the large resident buyers. It is designed to facilitate the travels of buyers abroad, but customers of the Fantl accounts may also avail themselves of it. Arrangements have been made with a travel company which will look after the details, including accommodations at all the principal cities of Europe where the buyers may care to stop. Mr. Fantl says there is a noteworthy demand for such an undertaking and declared it capable of still further development. A booklet descriptive of the service has been prepared, explaining in detail the facilities it offers in making business travel easier.

Arthur A. Bean, who just recently joined the sales staff of John J. Hines, Inc., plans to leave the last of this week on his initial trip for the concern. He will cover the southern territory and will make Norfolk, Va., as his first stop.

The tri-yearly buyers' meeting of the Syndicate Trading Co. was held on Monday at the offices of the company. Most of the china, glassware and housefurnishings buyers from the stores represented by the syndicate were present, and they are devoting the remainder of the week to visiting the local salesrooms.

Charles L. Wilcken, of Dela Croix & Wilcken, who has been on a trip through New York State for the past six weeks, returned on Monday. He reported quite some improvement in business conditions through the territory he visited.

W. J. Kennedy, New York manager for A. H. Heisey & Co., is having his showroom redecorated and will have it in first class shape by Monday of next week for inspection.

Japana Specialty Co. Adds Dinnerware Dept.; Also Opens New Store

One of the most progressive gift shops in the country, the Japana Specialty Co., Grand Haven, Mich., of which Mrs. M. V. Garnsey is the head, is making wonderful strides forward. The retail department is only limited by the size of the city in which it is located, while the many specialties in glass, etc., originated and manufactured by the concern are sold in stores throughout the country.

The latest addition to the shop in Grand Haven is a dinnerware department which was only recently opened. This has been most attractively arranged in keeping with the tastefulness of the rest of the shop.

Among the other activities of the concern is the opening of another shop at Holland, Mich.

John Wanamaker Celebrates 84th Birthday

John Wanamaker, famous head of the department stores that bear his name in Philadelphia and in New York, last week celebrated his eighty-fourth birthday. He marked the occasion with a speech boosting the Sesquicentennial Exposition of Philadelphia, which is planned for 1926.

Mr. Wanamaker did not take a day off to celebrate. He was at his desk as usual. His desk was piled high with floral tributes sent to him by his employes and admirers. Letters and telegrams of congratulations reached him in large numbers.

Mr. Wanamaker was as optimistic as ever in discussing business.

"I like to repeat often a quotation which a friend of mine used long ago,' 'said Mr. Wanamaker. "It runs like this: 'Never look down, look up; never look backwards, but look forward. Do not do much looking in; look out.'"

Buyers in New York

JULY 6, 1922.

H. Stumpf, house furnishings, J. J. Siegrest Co., Buffalo, N. Y., care P. S. Farmer, 3 West 29th Street.

Mrs. H. L. Boughton, general mdse. and glassware, H. L. Boughton Store, Catskill, N. Y., Continental.

E. Sanger, asst. mdse. manager, Sanger Bros., Dallas, Texas, 19 East 24th Street.

G. K. Morris, house furnishings, Castner-Knott Co., Nashville, Tenn., 23 East 26th Street.

H. P. Bradley, toys, Kline Bros., Altoona, Pa., W. T. Knott, 23 East 26th Street.

Mrs. E. Ware, house furnishings, Fair Sex Costume Co., Norwalk, Conn., 19 West 34th Street, Room 805.

J. L. Flynn, house furnishings, Kaufmann Dept. Store, Pittsburgh, Pa., 1261 Broadway (M. A. McNulta).

JULY 7, 1922.

M. B. Joseph, representing Loveman, Joseph & Loeb, Birmingham, Ala., care A. Fantl, 116 West 32nd Street.

H. W. Werntz, kitchen ware and house furnishings, Brunswick Dept. Store, Brunswick, Md., Grand.

E. D. Garrison, house furnishings, Sanger Bros., Dallas, Texas, 19 East 24th Street.

H. A. Stumpf, house furnishings, J. J. Siegrist & Co., Inc., Buffalo, N. Y., 3 West 29th Street (P. S. Farmer).

JULY 8 1922.

F. W. Murray, house furnishings, Sanger Bros., Dallas, Texas, 19 East 24th Street.

G. V. Hall, house furnishings, Sanger Bros., Waco, Texas, 19 East 24th Street.

JULY 10, 1922.

D. S. Michel, mdse. manager, Wm. Taylor Sons Co., Cleveland, O., 225 5th Avenue.

R. B. Moore, house furnishings, Emery, Bird & Thayer D. G. Co., Kansas City, Mo., 25 Madison Avenue.

R. S. Cofer, house furnishings, Comcoe's, Norfolk, Va., Pennsylvania.

A. A. Blankenmeister china and glassware, B. Nugent & Bro D. G. Co., St. Louis, Mo., care Affiliated Retail Stores, 1372 Broadway.

P. L. Bech, toys and glassware, Amer. Wholesale Corp., Baltimore, Md., 354 4th Ave.

R. B. Moore, house furnishings, Emery, Bird, Thayer D. G. Co., Kansas City, Mo., 25 Madison Ave., Martinique.

O. Phillips, lamps, china and glassware, Stix, Baer & Fuller D. G. Co., St. Louis, Mo., 1107 Broadway.

JULY 11, 1922.

A. Blankenmeister, china and glass, B. Nugent & Bro. D. G. Co., St. Louis, Mo., Affiliated Retail Stores, 1372 Broadway.

A. H. Baum, toys and housefurnishings, M. Goldenberg & Co., Washington, D. C., Pennsylvania.

Mr. Libby, house furnishings, Gilchrist Co., Boston, Mass., 200 5th Ave.

J. H. Schoenberg, toys and aquarium goods, Rothschild & Co., Chicago, Ill., 448 4th Ave.

Mr. Leichenger, housefurnishings, Twelfth St. Store, Chicago, Ill., 370 7th Ave.

L. L. Hibshman, toys, Hibschman Bros., Cleveland, O., Claridge.

N. W. Jeran, dolls, Frank & Seder Co., Detroit, Mich., care Affiliated Retail Stores, 1372 Broadway.

C. J. Chisholm, house furnishings, L. S. Donaldson Co., Minneapolis, Minn., care Syndicate Trading Co., 240 Madison Ave.

Edgar Archambeau, house furnishings, The Wallace Co., Pittsfield, Mass., Latham.

A. G. Ellis, housefurnishings, Almy, Bigelow & Washburn, Salem, Mass., 240 Madison Ave.

W. E. Johnson, housefurnishings, M. O'Neill Co., Akron, Ohio, 37 West 26th St. (M. Sostman).

R. J. Orr, housefurnishings, toys, Hager Bros., Lancaster, Pa., 404 4th Ave., Herald Square.

A. R. Willauer, toys and housefurnishings, L. Samter, Lebanon, Pa., 37 West 26th St., Bristol.

P. E. Douglas, toys, Gus Blass Co., Little Rock, Ark., 1372 Broadway.

JULY 12, 1922.

Adolph Rosner, house furnishings, china, glassware and toys, A. Eisenberg Co., Baltimore, Md., 105 Grand Street.

C. H. Hurlburt, china and glassware, D. M. Read Co., Bridgeport, Conn., 404 4th Avenue.

C. W. Benzow, toys, Wm. Hengerer & Co., Buffalo, N. Y., 16 West 39th Street.

W. B. Shockley, toys, housefurnishings, china and glassware, J. B. Ivey & Co., Charlotte, N. C., Pennsylvania.

A. Kite, house furnishings, Kite Bros., Chicago, Ill., 1270 Broadway.

J. Henry, toys, J. L. Hudson Co., Detroit, Mich., Retail Research Assn., 225 Fifth Ave.

C. Rossner, toys, Emery, Bird Thayer Co., Kansas City, Mo., 25 Madison Ave.

C. F. McElroy, housefurnishings, Mary-Isaacs Co., New Orleans, La., care Baer & Lilienthal, 1150 Broadway.

C. Libby, housefurnishings, Gilchrist Co., Boston, Mass., 200 Fifth Ave.

Capital Showing More Confidence

That capital is showing increasing confidence that it can employ itself profitably in new ventures is the conclusion Secretary of State John J. Lyons draws from the records of new incorporations for the first six months of this year.

The figures as given out by the Secretary show a total of 9,461 companies, representing a capitalization amounting to $343,889,490, were incorporated in New York State during the past six months, as compared with 8,551 companies, with a capitalization of $375,879,555, during the six months of 1921. This is a gain of 910 companies.

Texas Merchants Meet in Two Day Convention

At the third annual convention of the Texas Retail Dry Goods Association recently held in Dallas, many important matters were slated for the two days of the convention and about 100 delegates were present from all parts of the State. From a retailer of Smithville, a detailed experience regarding his efforts to eliminate the growing menace of shoplifting throughout the whole State was an unusual feature. An interesting address was made by President Arthur L. Kramer on "Compensation —Salary or Bonus for Employees," which we quote in part as follows:

"In support of a bonus or commission basis I will illustrate the success of the system as used by A. Harris & Co. We put it into effect in September, 1919, and since then our labor turnover has improved 25 per cent. More than 70 per cent of our entire organization, excluding buyers and department heads, will go on vacations that are based on one year's continuous service."

He showed that in 1917 the A. Harris & Co. average of sales cost was 7.5 per cent; in 1918, 5.8 per cent, and during the following year, the system only having been installed in September, 5.2 per cent. In 1920 the cost dropped to 5 per cent and in 1921 was 5.2 per cent.

He declared that the bonus system would not show immediate results, perhaps, but that it would work out in the long run.

The following officers were elected:

Arthur L. Kramer, A. Harris & Co., Dallas, president (re-elected); S. M. Hirschberg, Waco, first vice-president; R. M. Key, San Marcos, second vice-president; George S. Cohen, Houston, treasurer; F. E. Morriss, Dallas, secretary; John L. Peeler, Austin, counsel for the association.

Business Briefs

Sol. Lubash, who has been in the crockery and glassware business for twenty years at 108 Washington Street, Hoboken, N. J., has purchased the property at 218 Washington Street and is having it altered and modernized for his occupancy at an estimated cost of $50,000. Everything in home furnishings will be carried in the new three story store, crockery, glassware, toys and housefurnishings.

The J. C. Penney Co., has leased a building in Janesville, Wis., which will be opened as a department store at an early date.

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By

M. K. ZIMERMAN, REPRESENTATIVE

THE summer holiday in the generalware potteries in the Ohio district ended this week and shops are again in operation. There has been an accumulation of new business in the meantime, while shipping was more or less delayed. All orders which were held up for forwarding on and after July 1 so that advantage could be taken of the new freight tariff, have left local plants. New business is in rather favorable receipt, as disclosed by specifications being placed for fall delivery. More or less holiday business is also being booked by the manufacturers in this territory, not only for open stock merchandise, but also for sets and specialties.

While in a general way new orders have not been exceedingly active during the last two weeks in June and the first fortnight in July, this situation has been more or less anticipated by the manufacturers. The reason for the situation is found in the fact that the bulk of department stores do not order much just before the mid-summer inventory season, nor while the season is at its height. By July 15 this inventory season will be over, and as soon as merchandise managers have data in hand they will be in a position to allow buyers to go ahead and order for the early fall and holiday season. Therefore, by August 1 a flood of new business is being anticipated by the dinnerware manufacturers of this territory.

The jobbing interests are apparently making a big drive for new business, judging from the volume of commercial photographs now being sent such distributors. "We're working overtime on this class of work," declared Fred E. Eardley, who has been compelled to increase his force of late. Photos consist in the main of assortments, specialties and dinner sets, although it might be said that the entire generalware line is being illustrated in this manner.

Among buyers who were in the district following the Fourth were Samuel J. Natkin, with The Fair, Chicago, and Carl Hoffman, with the Rosenbaum stores, Pittsburgh, Pa.

Carl B. Harrop, of the Ohio State University ceramic department, Columbus, Ohio, and designer of the Harrop tunnel kiln, has sailed for England to investigate kilns and the operating conditions in the English potteries. Before his return, however, he will also visit the pottery districts in France and Germany.

Additions are being made to the Kittanning, Pa., plant of the W. S. George Pottery Co., with especial reference to the decorating department. The capacity of this end is to be increased 25 per cent through the erection of additional decorating kilns and extended decorating shop space.

William L. Tickell, eastern salesman for the Edwin M. Knowles China Co., whose home is in Baltimore, Md., is spending a season at the home office, his first trip west since leaving the market last February.

With the ultimate adjustment of the coal and rail strikes and a large movement of crops, pottery manufacturers have been warned of a possible car shortage this fall. This information has come direct from the headquarters of the United States Potters' Association. The manufacturers have also received the suggestion that the future situation should be watched, so that the wants of the trade can be supplied with reasonable promptness.

The West End Pottery Co. will resume operations in full July 17, according to President Charles C. Ashbaugh. During the idle period at this plant during the last two weeks many repairs and improvements have been made. The new dinnerware line for 1923 has been selected. "We have a very good stock on hand, and are in a position to make prompt shipments," is the way Mr. Ashbaugh expressed plant conditions this week.

The majority of dinnerware manufacturers have selected their open stock patterns for their 1923 lines, but early samples of these decorations will not be available for the trade before late next fall. Practically every pottery in the western district will have one or more exclusive designs, and the first of these will be placed in sample rooms probably in November, but no deliveries will be guaranteed on orders for the new designs until late in January or February. Borders, as usual, predominate.

John W. Vodrey, head of the Vodrey Pottery Co., who has been making a trip for business and pleasure to the Pacific Coast, has returned to his desk.

The annual convention of the National Brotherhood of Operative Potters opened in the Odd Fellows' Temple, Atlantic City, July 8. Over 200 resolutions were immediately referred to the committee on resolutions. The convention did not get down to real work until last Monday. What the Brotherhood will demand from the manufacturers for the next fiscal term will not be made a matter of public record until the convention closes and a list of the proposed demands presented to Secretary Charles F. Goodwin of the United States Potters' Association. Grave doubt exists throughout the trade that



"More than an office building"

THE FIFTH AVENUE BUILDING

Broadway and Fifth Avenue
at Madison Square

New York

Buyers Can Save Time

SO many manufacturers of crockery, glass and housefurnishings maintain their New York offices and salesrooms in The Fifth Avenue Building that buyers often are able to do a season's buying entirely within the building.

Time saved in viewing the exhibits of manufacturers is an advantage appreciated by many buyers who go directly to The Fifth Avenue Building on their arrival in New York.

the manufacturers will grant any increased wage, provided, however, any demands for a wage increase are presented.

Zed T. Smith, eastern salesman for the D. E. McNicol Pottery Co., is back home after covering his territory in New York state and Pennsylvania.

"We're rather fortunate in receiving a lot of new business," declared William Robinson of the Colonial Co. this week. This shop, in addition to having an active dinnerware trade, is also doing nicely with its cake and salad sets.

Potters' Association to Meet in Trenton

The summer meeting of the United States Potters' Association will convene this year on Wednesday, August 2nd, in the Stacy-Trent Hotel, Trenton, the city in which the idea of forming an association of manufacturing potters was conceived. By that time Secretary Charles F. Goodwin of the Potters' Association will perhaps be advised of the new demands that will be made upon the manufacturers and if so, these subjects will be considered in a general way. The Association will then advise its Labor Committee of its wishes in the premises. While in Trenton, the manufacturers propose to pay a fraternal visit to the different potteries in the Trenton district, with especial reference to the Lenox, Inc., plant, and also that of the Mutual Potteries Co., which shop is admitted to be the "very last word in pottery plant construction." Also the manufacturers will visit pottery machinery manufacturing plants in the Trenton district.

Merchandise Fair Success Assured

When the Merchandise Fair opens at the Grand Central Palace on August 7, it will mark a new and important step forward in the establishing of a closer contact between retail merchants and the wholesaler and manufacturer. While retailers have been building the great departmentized store system, making it more and more convenient for the public to shop, the buying positions of these stores have been conducted on the same basis as the consumer experiences where there is no department store.

The Merchandise Fair is really an extension of the department store idea into the field of wholesale buying.

The fair is expected to do for retail stores what the department store has done for the consumer. In fact, it will be a department store for retail stores.

This fair will not be open to the public, but to merchants and buyers only. It is the first event of its kind to be held in this country and it is estimated that close to 40,000 buyers, manufacturers and wholesalers will be in attendance. The fundamental idea is to get buyers and sellers together in one big market place, where practically every line of merchandise used by retail stores will be clearly and comprehensively displayed.

The lines of hundreds of manufacturers, through the

fair, will be assembled at a time when buying for the new season starts. Thus the retailers and manufacturers will be brought together as they never have before, and many of the ills that have been the product of lack of understanding between the two are expected to be eliminated.

It is pointed out that, as long as manufacturers' lines are to be seen only in their scattered salesrooms and as long as the buyer must undertake the time-consuming task of going from place to place, there will be a large amount of uncertainty in the mind of the buyer which will operate against the placing of merchandise orders for future needs, because the buyer has not familiarized himself with the entire market.

On the other hand, so long as manufacturers meet buyers only as individuals, a few each day, there must always be doubt in their minds concerning the quantity of merchandise that will be required by retailers and prices which legitimately may rule. As the fair will call the buying power of the country at the beginning of the season to view the lines of hundreds of manufacturers at one time, a balance may be struck which will operate as the working basis both for the retailer and the manufacturer. Then, with the orders buyers have placed, the manufacturers will be in a position definitely to go ahead and plan production. This should help to bring about a smoother and more level flow of merchandise from producer to consumer.

There is every indication, according to the managers of the fair, that a tremendous volume of orders will be placed. Conditions throughout the country are steadily mending. Retailers for a long time have been buying very conservatively, and the manufacturers who go into the fair will show lines of merchandise which should interest buyers to the extent of placing orders. Thus the buying will be on a better plane than heretofore, because the fair will afford the buyer an opportunity of seeing so many more lines and he will buy with more confidence than he otherwise would. All of this, it is pointed out, should be good for the retail merchant, good for the buyer and good for the manufacturer and jobber. In other words, the National Merchandise Fair is expected to go a long way toward taking some of the uncertainty out of business.

Allen's Crockery Store to Expand

A good example of modern progress in retailing crockery, glassware, housefurnishings and toys is well evidenced in the eight years of steady expansion of Allen's Crockery Store, Rockford, Ill. When Romaine E. Allen, the owner, bought out a notion store some eight years ago he had a firm belief that if you give the public what they want and treat them right they will boost the sales of the store. Mr. Allen also perceived that there was particularly good possibilities in crockery and glassware and in two years' time he had changed the stock and his store began to attract attention as a crockery and glassware shop. Later on a balcony was added for the display of toys and the store forged ahead and became known throughout northern Illinois as the "Most-Everything Store."

As new lines were added the increasing volume o business done permitted the addition of new stocks unt at the present an assortment of sixty patterns in dinner ware are carried. Almost everything for the home i carried, and housewives and gift buyers have discovere that Allen's is a good place to buy china and porcelai pottery, glassware, kitchen wares, housekeepers' supplie and toys. During the past eight years the sales volum has increased over five times its original size, and t better display his large stocks Mr. Allen has leased tw floors and a basement across the street from his preser location. The first floor will be devoted to china, glass ware and kitchenware. On the second floor it is planne to show gift goods, lamps, etc., while the basement wi be utilized for carrying larger stocks. In order to displa the glassware lines to best advantage glass shelving wit mirror backs will be installed.

Hens Kelly Co. Erecting New Home

With the completion of the new building being erecte by Hens & Kelly, of which J. A. Armstrong is buyer o house furnishings and china, Buffalo will have one of th finest retail stores in that section of the country. Th new building will be ten stories high, but only six storie will be erected now.

Construction will be done in sections, so as not to in terfere with the business. The departments in the rea of the store have been shifted to the front, and the rea section is being demolished. As soon as the new build ing at the rear is finished, all departments will be move into it and the front part will be erected. The new build ing will have three entrances on the main street and tw entrances on the side street.

A feature of the new building will be an escalator ru ning in both directions between the first and second floo This will be the first store in the city to be equipped wi escalators. The new store will also be equipped with re rooms and a hospital with a trained nurse in consta attendance.

Business Briefs

F. L. Center Co., operating a 5-10 cent store at Ru land, Vt., have leased a store in Barre, Vt. and will so open carrying not only 5 and 10 cent articles but so goods higher in price.

R. E. Douglas, Madison, Wis., former buyer for t Alexander Kornhauser Co. and a director of the A. Keifer Co., housefurnishers in Milwaukee, has opened new china and glassware store which is considered o of the most attractive in the West.
MUST

The Kohn-Furchgott Co. have started the work of modeling their department store and contemplate spe ing about $100,000 in making it up-to-date in every p ticular.

The S. S. Kresge Co., Elgin, Ill., are planning the er tion of a new two-story building.

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

WHILE the current fortnight is admitted by glass manufacturers as being the usual dull season of the year, the receipt of new orders is said to be ther spotty. At times orders through the mail are good, ile again they are slow. The present situation has en discounted by all sales managers who realize that ring the inventory season little new business can be pected. President Marion G. Bryce of the United ates Glass Co., however, holds the view that by Sepnber the glass plants will be receiving a large volume business, sufficient, probably, to insure steady operans of all plants during the remainder of the year.

Reports of factory managers for the second quarter of current year show greater shipping activity than first arter records. This would indicate that buying has en more active, and while some buyers have been in habit of ordering only for immediate requirements, re are some who have been anticipating future wants o the fall season. Factory stocks are not at all large, the majority of the glass factories have been running tty close to orders. The nominal number of pieces de in a turn and not required for orders on file have, course, gone into factory stocks.

W. L. Brann, buyer of china and glass for the Kelvie department store, Youngstown, Ohio, is now nding a season in the New York market. Merchane for immediate and future delivery is being sought.

Committee reports having to do with the proposed new ge scale in the glass trade were taken up last Monday rning when the annual convention of the American it Glassworkers' Union opened the second week of session. When the convention opened, H. L. Heintzeln, of the Monongah Glass Co., addressed the delegates. sident W. P. Clark, of the Union, told the delegates he would insist upon a spirit of fairness between ployers and employes.

During the annual vacation of the employes of the toria Glass Co., Moundsville, W. Va., the semiual inventory is being taken and the plant as a whole g repaired where such changes are needed. The toria has been favored with rather active business on f its lines during the first two quarters of the year, eased production from time to time having been ssary to handle it

rovided the plans of the Ford Motor Co. at Detroit, ., go through, a lot of glass business now being n factories in this district will probably be lost. The l Co. is said to be now working on plans for the ion of a glass factory of its own. Only a few months ago the company placed a large contract in this district for lenses.

While the flint glassworkers are in convention at Fairmount, W. Va., the bottle craft is holding its annual meeting in Bellaire, Ohio. Delegates are attending from all parts of the United States and Canada.

J. W. Dillon, W. D. Shaw and J. A. Roush, all of Columbus, Ohio, have gone to Laramie, Wyo., where it is likely they will complete plans for the erection of a glass factory there.

Fire at the plant of the Belmont Tumbler Co., Bellaire, Ohio, a few days ago did slight damage. Plant operations were only slightly inconvenienced.

The idea of presenting an open stock line of glassware for department stores, as conceived by the Economy Tumbler Co., is meeting with popular favor. Some of these lines are displayed in the exhibit of this concern at the Ft. Pitt Hotel last January, and since then the movement has been decidedly active. It has long been contended by some glass manufacturers that no reason exists why open stock glassware should not be made a part of department store stocks, and the Economy company has been one of the first to move in this direction.

While there is some new demand for lighting glassware, several manufacturers say that room exists for greater volume. While new building is said to be increasing, the stocks in the hands of the jobbers and other distributors is nominal, but factory orders do seem to indicate that buying is only for immediate requirements.

Several of the local department store buyers report spotty buying of glassware and dinnerware, although the demand for kitchen glassware is holding up well. The reason for the latter is given on account of the season, and "preserving and jelly" time being about at its height. Glass containers are selling well, and some of the buyers, although buying rather liberally of these lines early in the year, have been obliged to place repeat orders.

U. S. Glass Co.'s Catalogue in Demand by Trade

The new catalogue of the United States Glass Co., showing its entire line of ware for hotels, soda fountains and confectioners, is having a more active demand than the sales department anticipated. Requests for the issue are being received from all parts of the United States. Every item for these various channels is illustrated in this catalogue, a number of additions to the lines having been made since the former catalogue was distributed.

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Mercha Well Posted on the New Offerings Received From the Most Representative Sources of Supply

Camden City Cut Glass Co.'s Offerings

Manufacturing a line of light cut glassware of fine quality the wares of the Camden City Cut Glass Co. attractively displayed at the showrooms of the McKenna Bros. Sales Corp., 1271 Broadway, the local manufacturers' representatives, is a most comprehensive and distinctive one. The Camden line is an unusually complete assortment of practically everything in table glassware, including complete lines of stemware, water and refreshment sets, candy jars in many sizes, candy boxes, handled lunch plates, cheese and cracker sets, sugars, creams, oils, marmalade sets, vases, boudoir sets, etc. The light engravings on the high quality crystal blanks is artistically executed and includes two charming treatments. One known as No. 1131 and which is patented by the manufacturers, consists of a dainty daisy design combined with a group of fine vertical lines. In the No. 106 patterns a distinctive group of rose buds forms an attractive border and is further enhanced by a harmonious combination of vertical lines. Both patterns are decidedly out of the ordinary and possess an individuality which appeals to the discriminating buyer.

Yet another noteworthy line is the "Azureoptic," a charming combination of optic with contrasting light blue colored handles, etc., which is very effective. An assortment of many popular items such as vases, sugar and cream, small and large candy jars, fruit and flower bowls, decanters, low footed tumblers and something out of the ordinary in footed jugs and pitchers.

Earthenware Novelties of Merit

Displaying an assortment of graceful shapes and a pleasing range of attractive colorings, the line of the American Bisque Co., represented in the local market by Herbert & Neuwirth, 25 West Twenty-third street, comprises wares which are attracting well deserved attention. Featuring popular priced items the varied numbers include flower bowls in several shapes and in many sizes, in ivory, oxblood, rose, blue, yellow, green and a striking agate coloring in blue, green and yellow in novel and charming splashed effects. A particularly appealing novelty in an artistic flower holder is in the form of a kingfisher, the bird being nicely modeled and decorated in the natural brown and gray colorings. A good range of conventional flower blocks in several sizes and colors and nicely designed individual bulb pots in ivory, rose, red, blue, green and agate colors are also on display.

An Attractive Line of Encrusted Ware

The decorated line of the Anchor Mfg. Co., consi of gold and silver encrusted glassware, for which M Benford, 10 West 23rd St., is the New York repres tive, embodies the beauty of engraved crystal with richness of encrustations. In gold a medium wide der with an inside gold band of narrower width, f a very charming decoration. The silver encrusta consist of a 5/8-inch band, tastily engraved in floral conventional patterns and the plates are shown with encrusted shoulder bands. The line in both silver gold is complete and includes bowls, candlesticks, plates, comports, covered candy boxes, trays, stem and a very appealing cheese and cracker set.

Mr. Benford is also showing a special feature i descent glassware, consisting of covered jugs, she and a full line of stemware at a special low price. other offering at most interesting prices is an ice or refreshment set consisting of jug and six tumb The glass is of excellent quality optic, nicely deco with plain narrow gold edge bands.

McKenna Bros. Show New Fancy Line

Fancy lines of glassware which happily com artistic shapes with piquant colorings is being feat at very moderate prices in the two new lines which McKenna Bros. Co. Sales Corp., 1271 Broadway displaying at their showrooms. In the "Royal B line of novelty glassware a complete assortment of i is on view. Of excellent quality glass perman colored a rich dark blue, the articles include flower b with or without black glass bases, handled flower ba fancy vases, candlesticks, jugs, pitchers, tumblers With a range of bowls to choose from several char console sets may be made up, and from the range of and pitchers a like number of refreshment sets ma formed. Emphasizing a distinctive note in contra the new line of "Orange Deco" glassware. This available in many items and in artistic shapes, is rich orange color, shading to a lighter tint at the The decoration consists of narrow border treatme gold flowers on a solid black ground with gold edge and inside band, giving a very rich and decorative The items in this colorful line embrace the usual a ment of fancies, such as compotes, flower baskets, l candlesticks and an unusually attractive handled bo

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

EW ENGLAND manufacturers are coming to the fore with many new lines, particularly in the novelty or gift shop business. H. P. & H. F. are showing a new line of candlesticks and candles the rooms of the Colonial Candle Co., Hyannis, . Cape Codders always knew how to make candles, he present line shown by the colonial people is an roduct rather than a commercial candle. Many iful effects are made with candlesticks and candles fferent colors.

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other novelty from the Cape is the Cape Cod wind- from Chatham. To one who has ever been to " One ew England's most popular summer resorts," the mill thing new, but it is a faithful replica of the famous s. The Cape Cod Windmill Co. also handles a er of other wooden novelties.

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nt is also showing the Adler line of favors made in ouis, which has found instant favor with the New and gift shop trade.

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rry Wheeler, of 161 Summer street, is combining cation with a business trip in an automobile trip gh Cape Cod with Mrs. Wheeler. They will make headquarters at Plum Lake, Harwich, and " Harry " ake short trips from there.

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ong the week's visitors in Boston were Charles t, of the Porteous, Mitchell & Braun Co., Portland, Walter McEvoy, with P. H. Vose and Co., r, Me.

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ny New England buyers and salesmen as well are g back to work again after vacations varying from k to two or three weeks, and the trade is settling to normalcy. Many took the opportunity afforded oliday in the middle of the week to play hooky last Many of them turned up for the first time today, a wonderful sunburn and an awful yarn about the he fish bit in the rain.

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s paragraph isn't supposed to relate to the fore- but Al Reeves, of the Stowell Co., got back from weeks' vacation in New Hampshire today, and Galligan, assistant to Carroll Robinson, of Jordan, & Co., left Saturday for two weeks in Maine.

. Hartwell, of Gloucester, also departed into town ade a few calls last week. Mr. Hartwell claims substantiated, too) that he was the first man in the States and probably the whole world to adopt me " Gift Shop," for the novelty store or favor shop or whatever it might have been called fifteen years ago. He was formerly in the hardware business, with a store on Main street, Gloucester, and sold housefurnishings and furniture on the side, finally drifting into the present gift shop which is connected with his residence. He has remodeled the entire first floor of a most attractive house and carries his stock in bins in a watertight basement.

Nathan Gilbert, former buyer for Dutton's department store at Roxbury, is now located with the J. R. Libby Co., Portland, Me., where he is buyer for the housefurnishing, china and glass departments.

Jones, McDuffee & Stratton's Sale Brings a Crowd of Buyers

The Jones, McDuffee & Stratton Co.'s second semi-annual sale got under way today with a whoop. Four times during the day the management were forced to close the doors of the five-story building to close out the crowd before they could handle the people massed about

(*Continued on page 30*)

"The House of Cups and Saucers"

THE VERY LATEST IN

Japanese Importations

CUPS and SAUCERS
DINNERWARE
FANCY LINES
BRONZES
LAMPS and SHADES
NOVELTIES

For Immediate Delivery

New York Representatives
H. R. WYLLIE CHINA CO.
Domestic Dinnerware

Taiyo Trading Co.
101 Fifth Ave., New York

TAIYO TRADING CO., Ltd.
79 Wellington St., W.
TORONTO, CANADA

325 W. Madison Street
CHICAGO

Kitchen Specialty

Yellow Bowls

5 Sizes
6½ in. to 10½ in.

Sold as one nest

The smoothest and hardest line of Yellow Ware made in America

Complete Line

Send for Catalogue

The D. E. McNicol Pottery Co.

East Liverpool, O.



NONIK TRADE MARK
Reg. U. S. Pat. Office

1922 Line of
WATER GLASSES
FOR SELECT TABLE AND HOTEL ROOM REQUIREMENTS

Elegant and Stylish Blown Ware, Exceptionally Finished, That Adds Tone as Well as Surprising Economy

"A Style and Size for Every Service."



Pat.
Aug. 18, 1914

"NONIK" ware is designed to resist breakage. Scientific and practical tests by national users prove that "NONIK" patented shape with the protected edge is 38% stronger than ordinary glasses.

WRITE FOR JOBBERS' CATALOG AND DISCOUNTS

THE NONIK GLASSWARE CORPORATION
Main Sales Office
Mohawk Building Fifth Ave. and 21st St. New York City



Sells Quickly For A Dime

THE Slipon Handle Protector has proved one of the fastest selling little articles ever put on the market. It's as *staple* as the pots whose handles it protects. The Handy display carton moves it with mighty little attention from salespeople.

Slipon Handle Protector

Endorsed by Good Housekeeping and Tribune Institutes

ORDER FROM YOUR JOBBER

Young Specialty Company

2224 VLIET ST.
MILWAUKEE, WIS.

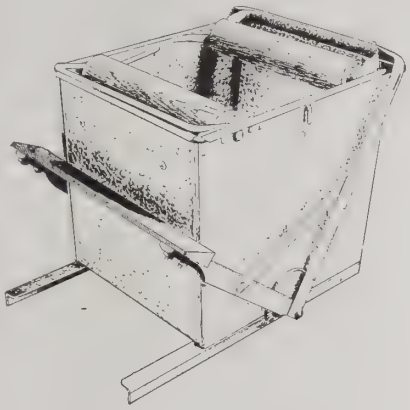
In the Household Utility Aisle

ome Practical Aids for Easier and Better Housekeeping—Time Savers and Labor Lighteners That Appeal to Busy and Discriminating Housewives and Are Stocked by Progressive Merchants Who Are Alert to Supply What the Public Wants

By Beatrice Miller Wisner

A Practical Mop Wringer

An efficient Mop Wringer is an absolute necessity in e home, school, hotel or large institution and wherever stematic cleaning is required. The Gloucester Mop ringer and Pail combined is a successful product manactured by the Success Mfg. Co., Gloucester, Mass. ıe pail is made of avy gauge galvan- ed sheet steel, k-seamed and sol- red watertight; nforced around e top with ¼ inch vanized steel l; securely rivet- to galvanized mped steel run- rs and so balanced t it rests evenly the floor at all ies. The frame is formed of heavy band steel welded l riveted together in a most substantial manner, and galvanized coated after assembling. Rollers and foot ces are turned from selected hard wood and varnished. el pin bearings extending through rollers and spring No. 9 coppered spring steel furniture wire. The illustion herewith gives a good idea of this practical utility ich has met the requirements of efficient, wise and prut consumers. The Gloucester Mop Wringers through g years of service have secured the success which they tly merit, and are in constant demand in public buildıs throughout the country.



he above concern is also showing a splendidly conıcted water tight Flower Box. These are made of vanized sheet steel, lock seamed and soldered water nt, perfect water drainage for excess water, patented er pocket extending full length of box, from which es lead into box, insuring adequate watering of roots plants from below and perfect air circulation. These es are excellent inducements for the summer trade are particularly adapted for inside use. They are le in large and small sizes suitable for piazza, windows un parlor. Attractive appearance and practical conction is responsible for their popularity.

A Worthy Fruit Press

very desirable fruit press, the "Brownee," which ing offered at a low price, manufactured by the M. J. Brown Mfg. Co., Philadelphia, and distributed by Charles J. Wacher, 102 N. 2nd Street, Philadelphia, is filling a long felt need for a substantial press at a popular price. This fruit press can be operated without apron or gloves, hence its popularity among women users. It is easily taken apart and its sanitary features and quick operation for pressing fruit thoroughly and with no waste, have been tested with satisfactory results. The press is sturdily built of kiln dried maple wood, base and all parts coming in contact with fruit are made of aluminum. During canning season this estimable fruit press is an invaluable culinary accessory which will find favor with wise and prudent housewives who are on the watch for efficient kitchen devices at an attractive price. Utilities of this character have always a ready market, and are worth while additions to the well equipped household.

Sanitary Can a Health Preserver

Every good housekeeper knows the danger which lurks in an unsanitary garbage can and is quick to recognize a can which embodies all the features of sanitation. The Sanitary Receiver Co., Inc., Dunkirk, N. Y., is putting on the market in their Sani-Can a receptacle which is a preventive against all uncleanness and unpleasant odors which are a menace to health. This substantial container is made of pressed steel of substantial weight and strength with die shaped steel cover attached, into which is fitted the Sanico Powder Container. Pail is heavy galvanized iron with three coats of special process white enamel, 4 gallons capacity, slips easily into frame and cover fits tight and snug over it. By simply touching the foot to the Presstoe pedal cover automatically opens, leaving both hands free. Cover drops back into place on release, showering contents of pail with Sanico Powder. Sanitary legs keep the can well off the floor. This excellent can will fit under sink, table or out of the way places. Construction and round corner makes flushing or cleaning of the can perfectly easy and rapid. The illustration shows the Sani-Can make-up which has established its dependable and sanitary features to the credit of its manufacturers and the satisfaction of its users, and has secured the endorsement of sanitary authorities, doctors and Good Housekeeping magazine.



NEW YORK LIMOGES PARIS

Guerin-Pouyat-Elite, Ltd.

WHITE AND DECORATED CHINA

LIMOGES, FRANCE

SOLE AGENTS

FOR THE UNITED STATES AND CANADA

OF

Cristalleries de Baccarat

(BACCARAT GLASSWARE)

— FRANCE —

43-47 WEST 23RD STREET

— NEW YORK —

THE BIG EVENT OF THE SEASON!

Annual Summer Outing

of the

POTTERY, GLASS & BRASS SALESMEN'S ASSN.

Duer's American House

COLLEGE POINT, L. I.

SATURDAY, AUGUST 5th

SOME OF THE ATTRACTIONS:

Transportation to Grounds by Auto Busses.
Good Music. Good Eats.
Ball Game: Single Men vs. Married Men.
Athletic Program of Eleven Events.

ALL FOR $5.00

Come and meet your friends. They'll all be there!

Tickets may be secured from Crockery and Glass Journal, 45 East 17th St., or from members of the various committees.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

BUSINESS in the retail establishments of Chicago is beginning to feel the lull of buying, usually accompanying the summer season. However, the character of buying for the Spring months and early Summer was decidedly satisfactory as a whole, as the inventory records are now disclosing. Stocks of merchandise on hand show that the retailers will soon be replenishing their stocks in preparation for Fall trade. Enormous building activities in Chicago, surpassing all previous records, are expected to be reflected early this Fall in heavy purchases of all kinds of home furnishings, from the finest objects of art down to the kitchen necessities and conveniences. The outlook for Fall business is decidedly hopeful.

Wholesaler and manufacturer representatives report sales as slow during "Fourth of July week," due in a measure to the Holiday, as well as to the lack of interest on the part of the retailers, who are just completing inventory work. The wholesale trade fully expects buying will commence on a good scale before the end of July.

Lemonade and ice tea sets have had more than an average turnover during this Spring and early Summer. Demand in excess of the usual buying is partially accounted for by more attractive and numerous patterns and shapes offered and advertised by the retailers this Spring. This has been a feature of the glassware departments of many of Chicago's largest stores during the month of June.

Jacob Loh, for twenty years connected with the wholesale china, glass and house furnishings concern of The Ichenhauser Co., Evansville, Ind., and for the past eight years owner of a retail house furnishings and variety store in Chicago, recently sold his Chicago business and expects to re-enter the wholesale selling end of the china and glassware business. At the present time he is dickering with dinnerware manufacturers, with the view of locating in Chicago and covering the surrounding territory.

The semi-annual meeting and exhibit of the Manufacturers & Importers Association will be held at the Palmer House the week beginning July 31; the following week the Chicago Gift, Art Wares and Novelties Association will hold its first annual exhibit on the 5th and 6th floors of the Palmer House. These two buying events are expected to bring a large delegation of merchants to the city. The Pageant of Progress, the big industrial show of the year held under the direction of the city, will also be under way from July 29th to August 14th, which will mean many added attractions for buyers who can plan to be in Chicago at that time.

Harper J. Ransberg of Indianapolis, Ind., visited a number of the Chicago display rooms during the past week.

E. J. Boring, manager of the Chicago office of the Crooksville China Co., located in the Palmer House, returned to Chicago this week, following a three weeks trip to Ohio and the East, where he was accompanied by Mrs. Boring.

The visit this week in Chicago of I. J. Collins, Pres. of the Hocking Glass Co., was the occasion for a re-opening of a discussion relative to the meaning of the "J" in Mr. Collins' name. The mystery, however, still remains unsolved.

"Tom" Reid, manufacturers' representative, with display in the Palmer House, returned to Chicago this week after three weeks spent in Ohio on business.

Roy Boulton, manufacturers' agent, has moved his display from the Shops Building to the Atlas Block, Randolph St. and Wabash Ave.

Business Briefs

Perry Stores, Inc., is one of the new corporations formed in New York to do a department store business. Capital $100,000. Incorporator M. Leavitt, 1518 Fulton St., Brooklyn, N. Y.

The Fowler-Henderson Co., Watertown, N. Y., has been incorporated with a capital of $50,000. A. MacArthur, G. Fowler and J. C. Henderson are the incorporators and attorneys, Cobb, Cosgrove & Kemball, Watertown.

New York Variety Store of Hamlin, Tex., has been incorporated with a capital of $6,000. Incorporators, M. T. York, Wm. Olson and W. J. Holt.

M. S. Aufderheide has been appointed buyer of the housefurnishings, glassware, stoves, refrigerators and electric departments of the John Shillito Co., Cincinnati, Ohio.

Neisner's 5 and 10 cent Store has opened at Camden, N. J.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Guernseyware, Room 562
COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
Dinnerware, Vitrified Hotel Cooking Ware and Tea Pots, plain and decorated.
Aluminum for special sales and high grade Cut Glass.
"Scout-Runner" with the live center.
Phone, Dear. 4700

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

Imported overglazed
CHINA COLORS
Powdered or Mixed for Use
Everything for China Decorators
PILKINGTON MANUFACTURING CO.
3223 W. Lake Street Chicago

A. G. HALLGREN
Room 408, Garland Bldg. Phone Cent. 2961
58 E. WASHINGTON ST.
Representing
MERCER POTTERY CO., manufacturers of Quality Dinnerware and Hotel Ware.
IROQUOIS CHINA CO., manufacturers of Vitrified Hotel and Restaurant China.

THE HAEGER POTTERIES. Inc.
Pottery of Distinction
Plant and salesroom at
DUNDEE. ILLINOIS
(Convenient suburban service from Chicago)

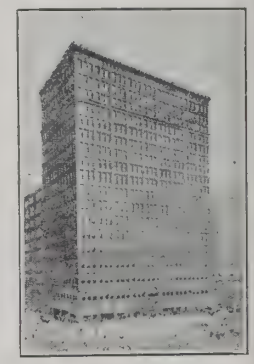
FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING

Madison and Wabash

THE PLACE TO BUY GLASSWARE



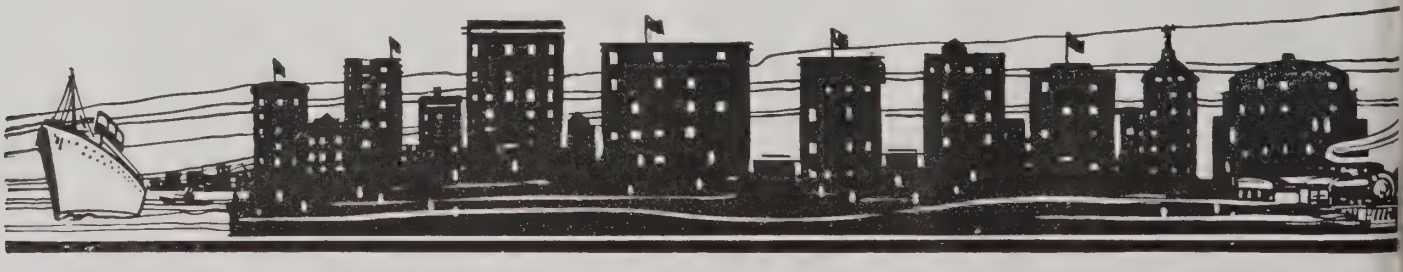
The John S. Ward Co., not Inc.
Room 1508

Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shade

PLATINUM Encrusted China—
The Latest
A most wonderful treatment in Bright and Dull finish. Guaranteed to wear and the BEST Seller. Your line is not complete without
KITTLER'S PLATINUM CHINA
2116 Hudson Avenue, Chicago
Phone DIVERSEY 3357

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
Phone Austin 1500
5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.
Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
Phone
Central 3497.



CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

LIN-O-LITE SHADES

An innovation, hand painted Linen, Silk Lined and Silk Braid Trimmed. Durable and strong. Made by

VOLKMAN & CO.
3223 W. Lake St.

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

Here's a good business building card for sale at a little price.

Phone Wabash 860

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Bonita Art Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.
17 North Wabash Avenue
Chicago

Announces

their removal from 17 North Wabash Avenue to more commodious quarters in

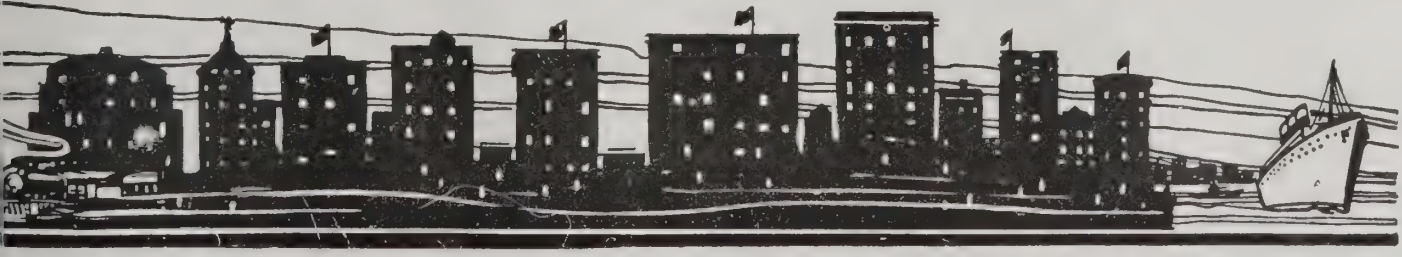
The Burley Bldg.
9 N. Wabash Ave.
Chicago

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

PROGRESSIVE CHINA DECORATING CO.
Decorators of fine imported and domestic china. Monogram and design duplication a specialty.
1836 W. Van Buren Street
Phone West 3645

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046

HISPANO-MORESQUE
LUSTRES & METALLIC GLAZES
Vases, Bowls, Lamps, Comports, Candlesticks
THE N. O. CEDERBORG CO.
Chapman Block, Aurora, Ill.



W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

"MANAGER AND SALESMANAGER."—An Eastern glass company want a salesmanager who is thoroughly posted regarding crockery and glass, department store, etc., wants, and can handle salesmen. A fine proposition for the right man. Give age, experience and salary wanted. Must be a hustler. Box 186, care CROCKERY AND GLASS JOURNAL.

IMPORTERS of Czecho-Slovakian Salt Shakers, Individual Shakers, Tooth Pick Holders, Knife Rests, Colognes, Sprays, etc., would like to secure salesmen to sell their line either on commission or jobbing basis. Box 187, care CROCKERY AND GLASS JOURNAL.

WANTED. A first class commission agent for the New England States to represent a strong line of cut, engraved, gold and decorated glassware. Box 190, care CROCKERY & GLASS

SITUATIONS WANTED

AGGRESSIVE, THOROUGHLY POSTED China and House Furnishing Buyer wants to make other connections for August 1st. A1 references, six years in present position. Box 179, care CROCKERY AND GLASS JOURNAL.

PROGRESSIVE salesman with 20 years experience selling china, wishes to make connection with pottery manufacturing dinnerware to sell the line in Chicago territory. Salary or commission basis. Full details and references will be furnished. Write Jacob Loh, 5208 Cullom Avenue, Chicago, Ill.

A SALESMAN of strong personality and refinement with broad successful experience in American Dinnerware lines desires connection with manufacturer who can offer position with possibilities in earning from 6 to 10 thousand per annum. Can furnish references of highest character. Box 189, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

FOR SALE; Complete Iron Work, Frames and Bands for six up-draft Ware Kilns 16 feet 6 inches inside diameter. Mt. Clemens Pottery Co., Mt. Clemens, Mich.

REPRESENTATIVE WANTED—Large importer wishing to centralize his efforts is willing to give over exceptional agency for dinnerware and glassware. Want live salesman who has small office or showroom. You can use our New York and foreign office facilities. Give age and lines now carried when replying. Box 184, care CROCKERY AND GLASS JOURNAL.

Jones, McDuffie & Stratton's Sale

(*Continued from page 23*)

the main entrance. While the firm expected a large response to several full-page advertisements in the daily papers, no idea of the tremendous demand for the merchandise was even hinted at. Preparations for the sale have been going on for nearly two months, when the wholesale department, through its salesmen and by circulars, offered the trade the first chance at the lines which were to be closed out. Five stock patterns, in dinner sets, were closed out and a quantity of glassware of discontinued designs were put upon the counters at about half the usual price. The sale of last January took with such favor the firm decided it was an excellent opportunit to turn over slow moving stock and convert dead stoc into real money. Much of the merchandise offered toda was purchased before or during the war, and while th company got their money back they offered real bargain to the purchaser. While the demand on the facilities o the store showed that advertising pays, Mr. Dixon, vice president of the firm, believes that the sale itself wa good advertising in bringing thousands into the store wh otherwise might never have stepped into the building

Good Things Come Slowly

The man who does something big by accident need our sympathy. The world expects him to repeat, an he hasn't got the goods. The man who does somethin big by design is the man who has planned and prepare himself for it. It may happen occasionally that a flas of lightning will disclose a leading figure and that he wi make good. More often, leading figures in any line ca take you back over a trail of long, weary years of diff culties, apparent failure, grubbing, hack-work, and i domitable persistence.

Accidents frequently reveal leaders who are thoroughl capable of filling the positions into which they are thrust and when such accidents happen we call them "oppo tunity."

But, in the main, the men in this world who do som thing big are the men who have spent their lives tryin —Ralph Barstow, in *Forbes Magazine.*

Opportunity's Ladder

The father of Success is Work.

The mother of Success is Ambition.

The oldest son is Common Sense.

Some of the other boys are Perseverance, Honest Thoroughness, Foresight, Enthusiasm, Co-Operation.

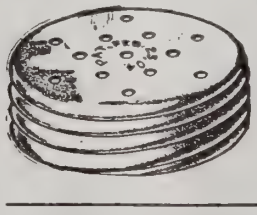
The oldest daughter is Character.

Some of her sisters are Cheerfulness, Loyalty, Cou tesy, Care, Economy, Sincerity, Harmony.

The baby is Opportunity.

Get acquainted with the "old man" and you will able to get along pretty well with the rest of the family.

Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., In

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Cap

ALSO CELLULOID DISCS.

We carry about fifty stock sizes of caps; are also prepared to supply special sizes order. Write us for prices and samp

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF GLASSWARE.

Lamp Chimneys, Lamps, Lantern and Fish Globes, Sha Founts, Towel Bars. Cane, Tubing. Gas and Electric Globes all COLORS. Private Moulds Worked.

FACTORY:

255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. New York Office: 290 Broadway.

The Roessler & Hasslacher Chemical Company NEW YORK

BRANCHES:
Cleveland, O. Chicago, Ill. Trenton, N. J. Boston, Mass. Philadelphia, Pa. San Francisco, Cal.
New Orleans, La. Pittsburgh, Pa. Kansas City, Mo.

THE ROESSLER & HASSLACHER CHEMICAL COMPANY BRIGHT GOLD NEW YORK

Fac-Simile of Label, "Made in America."

Liquid Bright Gold

Overglaze—**Colors**—Underglaze

Liquid Lustre Colors—Oxides and Bodies for Decorating and Coloring

CHEMICALS
Minerals and Oxides

—for—

Pottery, Glass, Enameled Ware, Tile, Clay Products

RHCCO A1

Highest Grades.

America's Leading Ceramic Material House

Bryce Brothers Company

MOUNT PLEASANT, PENNSYLVANIA

Manufacturers of

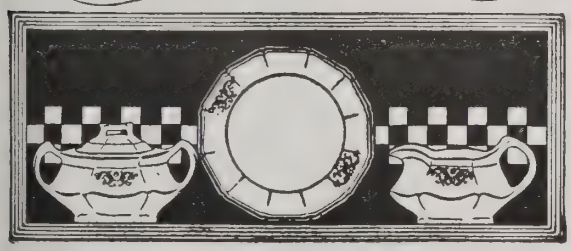
Blown Lead Glassware

In Crystal and Colors

NEW YORK OFFICE, 240 FIFTH AVENUE
Representative, J. Duncan Dithridge
BOSTON OFFICE, ROOM 114, YOUNG'S HOTEL
Representative, Robert W. Corey

TRAVELING REPRESENTATIVES:
W. H. Duval Myric W. Bryce Harry C. Smallwood

LIMOGES CHINA



THE LIMOGES CHINA CO., SEBRING, O.

REPRESENTATIVES:
York, Edward B. Dickinson, 200 Fifth Ave.
Chicago, John G. Edmunds, 1319 Michigan Ave.

"ZANE WARE"

A MARK OF
DISTINCTIVE POTTERY
FRUIT AND FLOWER BOWLS
CANDLESTICKS, VASES
JARDINIERES, ETC.
in beautiful colored glazes and
FAMOUS MOSS AZTEC FINISH

THE ZANE POTTERY CO.

South Zanesville, Ohio

U. S. Ceramic Notes

n the course of the investigation of Georgia clays and axites, being conducted by the Bureau of Mines at the eramic experiment station, Columbus, Ohio, bricks were ently made from twelve of these clays, previously cal- ed at 1450° C. Porosities, load tests under heat, spall- tests and slag penetration tests were run on the burned icks, some of them proving to be of excellent quality. e more bauxite clays did not make sufficiently dense icks to withstand the load and spalling tests.

R. B. Ladoo, mineral technologist of the U. S. Bureau Mines, recently spent a month in the southern Illinois l western Kentucky fluorspar field in order to complete investigation of the fluorspar industry. The outstanding feature of the fluorspar situation is that our known reserves are very low, and, unless new deposits are found, fluorspar will be very scarce and expensive within a few years. The development of possible substitutes is being considered. The object of the fluorspar investigation is the eventual preparation of a bulletin on all phases of the fluorspar situation.

Do you worry as much about whether you pay your boss well as you do about getting him to pay you well?

You have no idea how coming to this simple conclusion straightens everything out. Try it and feel your blood pressure go down.—Homer McKee, in *Forbes Magazine*

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, *Successors, 67-69 Irving Place, near 18th St.*
Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, *35-37 West 23d St.*
Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., *73 Barclay St.*
"The Dinnerware House of America."

L. D. BLOCH & CO., *37-41 East 18th St.*
Importers of China and Glass, Mfrs of Lamps, Shades and Novelties.

COPELAND SPODE CHINA AGENCY, *43 West 23rd St.*
Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

CZECHO - SLOVAK COMMERCIAL CORPORATION OF AMERICA, *141-151 Fifth Ave.*
Czecho-slovak glass and china of every description. Lighting Glassware Dolls, Toys and Novelties. Telephone —Ashland 7640.

JOHN DAVISON, Inc., *14 Barclay St.*
English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., *135 Fifth Ave.*
Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, *43 Murray St.*
Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., *920 Broadway, corner 21st St.*

HAVILAND & CO., *11 East 36th St.*
The Famous "Haviland China" known since 1840.

KWONG, YUEN & CO., Inc., *253 Fifth Ave.*
Importers of Chinese and Japanese Goods. Telephone—Madison Sq. 9656.

HERMAN C. KUPPER, *52 Murray St.*
Ahrenfeldt French China.

MADDOCK & MILLER, *54 Murray St.*
Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, *Importers and Commission Merchants, 108 East 16th St.*
Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., *105-107 East 16th St.*
Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., *53-57 West 23d St.*
Japanese Goods.

LA PORCELAINE LIMOUSINE, *39-41 West 23rd St.*
Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., *184 Fifth Ave.*
King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co., Ltd., earthenware. Telephone, Gramercy 6626.

The Fifth Avenue Building



Uptown Headquarters
for the
Pottery Glass China Metal Goods and Housewares Trades

WM. S. PITCAIRN CORPORATION, *104 Fifth Ave.*
Grindley, Doulton. Furnival.

PAUL A. STRAUB & CO., *105-107 Fifth Ave.*
Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., *96 to 102 Church St.*
A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, *42, 44, 46 Warren and 116 Chambers Sts.*
Importers and Manufacturers.

TAIYO TRADING CO., Inc., *101 Fifth Ave.*
Successors to Takito, Ogawa & Co. and the Tajimi Co. Japanese and Chinese Goods. Catalogues upon application. Tel.—Stuyvesant 3823. Chicago Office, 327 West Madison St.

B. TOMBY, Inc., 9 East 47th St., *Representing:*
Royal Berlin, Royal Dresden, Lorenz Hutschenreuther, Koenigszelt, Paul Mueller, Royal Nymphenburg, Reinhold Schlegelmilch, Royal Karlsruhe Majolica.

JUSTIN THARAUD, *24 West 23d St.*
Sole agent for L'Union Ceramique, Limoges, France.
Myott, Son & Co., Hanley Staffs, England. Poszellanfabrik Fraureuth, Saxony. Telephone Gramercy 5150.

VOGT & DOSE, *65 Barclay St.*
Open stock dinnerware patterns. White China for decorating.

J. H. VENON, Inc., *104 Fifth Ave.*
Martin China, Limoges; Gustafsberg China and Earthenware, Sweden; Kosta Crystal, Sweden; Rorstrand China and Earthenware, Sweden.

KENNARD L. WEDGWOOD, *255 Fifth Ave., between 28th and 29th Sts.*
Josiah Wedgwood & Sons, Ltd. Telephone Madison Square 7429.

DOMESTIC GLASSWARE

BONITA ART CO., *Cox & Company. Representatives, 120 Fifth Ave.*
"The House of New Ideas." Cameo Etchings and Encrusted Coin Gold.

CAMBRIDGE (O.) GLASS CO., *New York Salesroom, 184 Fifth Avenue.*
Manufacturers "Nearcut" tableware, thin blown tumblers and stemware.

DIAMOND GLASSWARE CO., *Fredk. Skelton, Representative, 200 Fifth Ave.*
Colored and Iridescent Glassware.

ECONOMY TUMBLER CO., *Morgantown, W. Va. Cox & Co., Representatives, 120 Fifth Ave.*
Fine blown tumblers and stemware.

FOSTORIA GLASS CO., *141-147 Fifth Ave.*
Pressed and blown glassware. John Nixon, Representative.

GILLINDER & SONS, Inc., *224 Fifth Ave.*
Lighting glassware, glass specialties.

LANCASTER (O.) GLASS CO., *Fred Skelton, Representative, 200 Fifth Ave.*
Pressed ware, lamps, tumblers and novelties.

UNITED STATES GLASS CO., *Albemarle Bldg., 24th St. and Broadway.*
Pressed and blown glassware.

LAMPS, SHADES AND LIGHTING GLASSWARE

ARMOR BRONZE CO., *Factory, Garwood, N. J. Showrooms, 236 Fifth Ave. and 67-69 Irving Place.*
Manufacturers of metalized lamps, lighting fixtures, art objects, bookends, etc.

ESTABLISHED IN 1874

PHONE STUYVESANT 6052

Crockery and Glass Journal

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Art Director
ROBERT BAUER

The Representative Paper of the Industry
Devoted to
CROCKERY, GLASS, HOUSEFURNISHINGS,
LAMPS, GIFT SHOP GOODS,
DOLLS AND TOYS
Published Every Thursday
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45 EAST 17th STREET ∴ NEW YORK

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M. K. ZIMERMAN
215 West 6th St.
East Liverpool

VOL. 95 JULY 20, 1922 No. 3

AS THE EDITOR SEES IT

BUSINESS IS WHAT YOU MAKE IT

THERE are a good many merchants and a good many business men who are not merchants, who are looking forward to better things. To better days. To bigger sales volume and to bigger profits. They are hoping and praying for better business but they are doing nothing in particular to make business any better. As trade is entirely a man-made proposition better business will not just happen like better weather. It requires a good many millions of men working wholeheartedly to keep the wheels of the Nation's huge commercial machine running smoothly and at high speed. Many new cogs were added to the complicated business machine during the war. Some of these cogs were of use only for the conduct of the war and we have taken them out and thrown them in the junk pile.

A FEW of the cogs which are quite superfluous now, still remain. Some of them merely make the machine more complicated, add to its weight and make it harder to run and slow down its speed. These useless and cumbersome cogs carried over from the hectic days of war should be junked. One of the biggest cogs which is just now making it difficult to get up much steam and drive on at a faster clip, is the high-mark-up-cog. This cog made the business machine turn the shaft of big profits during the great merchandise scramble of the big buying wave. But a buyers' market of such unparalleled magnitude as that of a couple of years back, only comes out seldom and about the only possible way it can reoccur is through another war, which will inflate wages and everything inflatable to such huge proportions. But another war is not coming, at least not until nations can have up a little money to undertake it and as things now stand this is a very remote possibility.

BUT one cog which requires a good deal of power to move in the reconstructed business machine is not likely to be scrapped. This is the cog of expansion, of greater production and of greater distribution. There are more factories today than before the war, bigger factories and more people engaged in selling the products of these factories. There is therefore greater competition and as we Americans are big producers we must be correspondingly big consumers to keep up the speed ratio. A good many sigh for the good old pre-war days and some are even waiting for business to work back to the old 1914 basis. But this can never be. We have grown and can no longer fit the old niche and if we are to continue to grow we must build a bigger niche in the world to accommodate ourselves. We can do this by encouraging the world to buy American goods by buying foreign goods and by working persistently to enlarge the domestic market to absorb more goods.

PRODUCTION is not the measure of industry or trade. A more accurate yardstick for measuring prosperity is the purchasing power of the consumer. To make business better the public must be persistently invited to buy more, educated to increase its wants and enlarge its scale of living. And the most cordial invitation for greater buying is value for the money. You can't get away from this point. There is no greater argument than this and no amount of publicity can persuade it away.

EVERYONE should push hard for a bigger and bigger market for their goods. Stiff competition must be met but as the stores which are now taking a relatively small profit per sale are finding profit in volume, so

must all merchants depend upon this commonsense method of making quick turnovers into dollars. A comparatively few exclusive stores catering to the rich minority can get away with the old high-mark-up stuff. There may be more prestige in this kind of merchandising but there is less money in it. Volume of sales is the true index of a profitable distributing enterprise. The Woolworth stores is a pretty good concrete example. And there are others. Not all stores can, it is true, be run on Woolworth or Kresge lines, but the principle of giving the public the best possible values for the money can certainly be followed. Business is what you make it.

Price is not the word to stress. Emphasize values. Concentrate on values and you cannot fail. Conditions are fast laying the foundations for a bigger American business. More people are added to payrolls every day. A Nation-wide building boom is getting under way and all fundamental and basic factors are showing that business is coming back pretty soon. But business is exactly what you make it. If you hold back and let George do the pushing, George will push ahead and that will not benefit you very much. It is the clear business duty of all to push. A good many are doing it and this explains why business is getting better every day. But still a good many are not pushing hard enough if at all and this is one reason why business is not getting better any faster. Business in any profitable volume will no longer come to him who waits but it does come to those who go out and hustle for it. But people will not merely buy by asking them. Give them values and you speak a language which all can understand. Junk the high-mark-up-cog and speed up!

Eliminating Errors from Your Inventory

There Are a Good Many Different Methods of Taking Store Inventories, But Not All Are Good Methods—Here is a Detailed Plan of Checking Up Stocks on Hand That Will Prove a Systematic and Accurate Guide

IT is questionable whether there is any work in connection with the management of a store that is more important and at the same time more arduous, than taking inventory. This job is done twice a year by most of the big stores, usually about Feb. 1 and Aug. 1, and in most instances the work is done at night (generally Saturday) in order not to interfere with business.

The instructions governing the taking of inventory in the larger stores naturally vary to a considerable extent, but an idea of what they are like may be obtained from those drawn up for use in one of the most prominent department stores in the country. To begin with, the stock is taken on "official" inventory sheets, which are procured from the office of the controller. Department managers are instructed to see that under no circumstances separate lists are made preliminary to or during stocktaking. Only the "official" sheets may be used. This is because the cost of errors made in copying from one sheet to another is far greater than the cost of those sheets. The need of care in the work is stressed by calling attention to the fact that errors often necessitate the retaking of inventories.

In the case of reserve stock, inventory sheets are distributed to the department managers as early as may reasonably be desired for the proper taking of stock, but no forward stock may be listed before the bell rings for closing on the evening during which the inventory is to be taken. Whenever goods in reserve are taken to a counter after having been listed, a deduction sheet must be made up. When the need of deduction sheets arises, they must be especially requested at the controller's office by the department managers, and when the inventory is completed these forms must be signed by the manager and turned in with the stock sheets. No sheet may be used for deductions unless so stamped by the controller's office.

Department Managers Co-operate

At least one week before inventory each department manager is required to show to the controller a rough frontview sketch of each fixture in his department, each fixture bearing a number. Each vertical division in each fixture also bears a number, with each horizontal division designated by a letter. On the day preceding the inventory, stock sheets are placed in the fixtures and accounted for on the tally cards provided. A stock sheet is placed in each subdivision of each fixture, whether such subdivision contains merchandise or not. Errors often occur because sheets are not properly placed in the fixtures, for when that happens department managers cannot be sure that all sheets are collected at the conclusion of the inventory or that the inventory is complete.

A tally card is placed at the back of each pad of stock sheets. This card must carry a complete record of the whereabouts of each stock sheet before any listing is done. Care must be used by department managers in assigning a sufficient number of sheets to each subdivision, so that when the inventory is complete the sheets may be taken up in consecutive order. Whenever it is found necessary to place an additional sheet in a subdivision, the number of that sheet is noted in the column provided for remarks against the number of the sheet so supplemented. The number of the original sheet is noted on the tally card against the supplemented number. When inventory is complete and all sheets are taken up

ey are arranged in their numerical order, fastened gether and backed by the tally card. The number of the st sheet used is indicated on the back of the tally card. Season letters are invariably printed, and not written. eason letters may be dittoed, but under no conditions ay figures be dittoed. The instructions to department anagers also provide that the perforated strips at the ght side of each stock sheet must be left intact, and ust not be written on. If one of those strips becomes tached the representative of the controller's office is otified immediately, and the sheet is not used. Depart-ent managers are required to account for each stock eet and perforated strip. Soiled or torn sheets are not stroyed, and all sheets must be turned in whether used not.

In listing quantities under the proper heading on the eet, the instructions specify, care must be taken to dicate the kind of units and number of units for all cept single items. Items that are sold by the single it are shown in the "number of units" column only. The first of the inventory sheets in each department is rked "repairs," and on it are listed all stock goods out the department for repairs at the time the inventory taken. The second sheet is marked "window dresser," third sheet "foreign office," the fourth "goods in ad-rtising office," the fifth "goods held in the private ice," the sixth "goods in the department manager's own ice," and the seventh "goods in comparison depart-nt." On each of these sheets is listed all merchandise of the department for the various reasons given. If re are no goods outside of the department these seven ets are made out and marked "none," and signed by department manager. In case, for any reason, any ck is in any other place outside of the department, arate sheets must be made out.

All Stock Classified

Department managers are instructed to classify all ck and to see that separate classifications are listed on arate inventory sheets. Under no circumstances may sheet contain more than one classification. Clerks required to make the number and designation of each ssification in the space provided for them on each et. Before the sheets are turned in they are examined the managers, and if any do not bear the proper classi-tions the managers see that the omission is rectified. all cases department managers must see that imported domestic stocks are listed separately. Imported in case of the store in question means only merchandise ght through its own foreign office.

When writing prices in the columns headed "price," instructions state, care should be taken to place dollars he dollar column and cents in the cents column. Two ghts should always be written in the cents column en there are no cents. Care must also be taken to see price units correspond with quantity units. Careful ervance of those rules, it is pointed out, will obviate rs by the office clerks who calculate the inventory, errors in price are disastrous. Fractions are always tten in this way, instead of ½. This is because the clerks who calculate the inventory are not technically familiar with the marking of merchandise and might mistake for something else a fraction written ½.

When the inventory is complete, the department managers or their assistants are required personally to gather the sheets, to see that there is a sheet from each section or subdivision and, upon examining each sheet, determine whether each section has been properly inventoried. A section here and there is re-counted to verify the original count, and the manager or his assistant must initial such recounted sheets. The department manager must sign personally the last sheet of each pad, but when some sheets of a pad are not used he must sign the last one employed and mark it as such. After the last sheet used has been signed care is taken to see that all sheets are in numerical order and that none is missing. The pads are then fastened with clips provided for that purpose and are arranged in the proper numerical order, with the lowest number on top.

Retail Trade in June

Following will be found a summary of sales of mail-order and chain store houses for June and six months, with comparisons:

Mail-order	June, 1922	June, 1921	May, 1922
Sears-Roebuck	$10,910,108	$11,093,854	$14,477,694
Mont. Ward	8,655,443	6,806,143	6,377,076
Total	$19,565,551	$17,899,997	$20,854,770
Chain stores			
F. W. Woolworth	$12,432,086	$10,742,266	$12,883,883
S. S. Kresge	4,945,083	4,245,317	4,903,106
S .H. Kress	2,507,776	2,254,795	2,510,967
Total	$19,884,945	$17,242,378	$20,297,956
Grand total	$39,450,496	$35,142,375	$41,152,726

Mail-order	Six mos. '22	Six mos. '21	Change p. ct.
Sears-Roebuck	$82,503,225	$89,415,291	D 7.7
Mont. Ward	41,800,471	37,170,391	I 12.6
Total	$124,303,696	$126,585,682	D 1.7
Chain stores			
F. W. Woolworth	$70,213,518	$62,229,280	I 12.8
S. S. Kresge	26,898,361	24,179,027	I 11.2
S. H. Kress	13,015,270	12,622,057	I 3.0
Total	$110,127,149	$99,030,364	I 11.2
Grand total	$234,430,845	$225,616,046	I 3.9

How's Business?

Although seasonal conditions and the railway strike have, as was generally expected, resulted in a slightly less activity in business during the current week, fundamental conditions are sound and practically all industries are shaping into a highly favorable situation. The immense building boom which is sweeping the country is one evidence of this and Bradstreet's surveying the trade and industry reports that apart from the industrial unrest, the situation at the turn of the year has rarely shown so many favorable features after a great depression.

In the East

In New York the large number of buyers in the market may be taken as good indications that demand for goods is increasing. Most of the buyers are from the big

retail stores and while many were interested in getting the clearances of Summer stocks, some were also looking for Fall merchandise. In crockery and glassware demand is fairly active, lighting glassware showing up well and while collections are somewhat slow they are improving right along. Newark reports that general trade in value is a little under last year but buying is quite active considering the Summer quiet. In Philadelphia retail trade is fair, manufacturing and industry quiet and collections rather slow. Pittsburgh reports the strike condition unchanged, retail and department store trade makes a favorable comparison with last year but collections are slow. In Buffalo retail trade is good in spite of the street car strike which continues, industry active, building very active and collections fair.

In the West

In Chicago the railroad strike is slowing up trade and industry but the distribution of merchandise is showing up well but there is little snap to buying. Buyers are in the market in fair numbers but road orders are rather light. Cincinnati reports that trade is fair and collections slow. In Cleveland midsummer quiet prevails in trade and complaints are being heard about slow collections. Detroit reports that department store sales are larger than last year and retail trade in general shows some gain, but workers appear to be spending less and savings deposits are increasing. Building is active and collections are improving. In Kansas City general business shows a slight improvement, retail trade fair, wheat crop large and of good quality but collections slow. In St. Louis trade is fair, midsummer sales being featured in all lines to reduce stocks and sales are satisfactory, crop prospects are good and collections fair. Milwaukee reports trade and manufacturing improving, building quite active but collections continue slow. In Minneapolis trade is normal for this time of year, special sales stimulating retail sales, crop prospects good and collections fair. Des Moines reports that retail trade is fair, crop prospect good but collections unimproved. In Sioux City retail trade is quiet, building active, crop prospect good but collections slow. In Omaha retail trade is only fair and stimulated by clearance sales, building active, crop prospects good and collections fair.

In the South

In Baltimore trade and collections continue fair with some improvement noted in business in nearby sections. Retailers 'stocks are not large and buying is more liberal than formerly. In Louisville retailers report business as good, general business improved and collections fair. Charleston reports that retail trade is fair, manufacturing active, building much better, crop prospects good and collections fair. In Memphis retail trade is fair, building active and collections fair. Nashville reports retail trade as fair, crop prospects good and collections fair. In Atlanta trade is a little quiet, building is active and collections continue slow. Birmingham reports that conditions are quiet, and collections fair. New Orleans reports that retail trade is somewhat unsatisfactory, due to hot weather, crop prospects good, collections slow. In Dallas retailers report fairly active trade, crop prospects good and collections fair. In Galveston retail trade is quiet, industry inactive but crop prospects good.

On the Pacific Coast

In San Francisco conditions are improving, crop prospects good, and retail trade and collections fair. Portland, Ore., reports that retail trade is fair under the urge of much advertised sales. Seattle reports trade as fair, crop prospects good but fish pack light and collections slow. Mail order houses, however, report improvement in sales.

In Canadian Cities

In Montreal retail trade is stimulated by many visitors from the United States, crop prospects are excellent but collections slow. Toronto reports midsummer lull in trade and that June retail trade was less in value than the same month of last year, but manufacturing is holding its own, crop prospects are good and collections fair. In Vancouver trade is fair to good, shipping active, crop prospects fair, industry fairly active and collections fair.

Improvement is the Keyword, Says Bank Survey

Improvement is the keyword which best summarizes the general business situation of the last four weeks—improvement in distributive trade, in basic industries, in wholesale commodity prices, in weather, in the crop outlook, and, to a slight extent, even in collections, says the Mid-Month Review of the Irving National Bank. * * * On the whole, as we move onward further and further from the war and its disastrous aftermath, the natural curative effects of time are felt throughout our national economic system. Domestic business has readjusted itself to the new peace-era rhythm to a remarkable extent as compared with one year ago. To survey the ground traversed between one mid-year and another is to gain new confidence that however impenetrable seem the reconstruction problems as yet unsettled, they will be met and solved. * * * Confidence being the ultimate human factor in any voluntary loan, the present revival of commerce and trade in the United States must ultimately intensify the need for liquid funds, particularly if wholesale prices continue to advance. The demand for capital hinges upon the prospective gains which borrows have reasonable hopes of realizing. Whenever, through doubt or timidty, the spirit of enterprise slackens, liquid capital turns naturally to the security market for investment, and particularly to seasoned bonds which bear a fixed rate of interest. This has been the situation for many months not only individuals but also many corporations have pu their surplus funds into long-time or short-time securities a movement that naturally has caused the values of thes to be enhanced, and, conversely, the yield on curren valuations to decline. Thus all Liberty bonds have re cently gone near to par or passed it, and United State certificates of indebtedness even at 3½ per cent have bee largely oversubscribed. Not only have federal borrow ings been heavy, but the demand for liquid capital on th part of domestic commercial and industrial enterprises i growing. As various basic industries revive, the incer

ve to go ahead is becoming increasingly strong. This ıcentive is reflected by the large domestic capital issues ı the current year and by the rapid increase in corporaons newly capitalized. These facts, together with the eavy demand of foreign borrowers already alluded to, inicate that the present ease in money cannot continue inefinitely, although there is no way of foretelling just hen the trend in interest rates will again be upward.

Monthly Summary of Imports

China imports for the month of May, 1922, show a ight decline in value over the previous month and with ıe exception of dolls and toys current values fall below ıe month of April, 1921. The latest figures compiled by ıe Government are as follows:

	1921	1922
hina, not decorated	$ 40,138	$ 66,706
hina, decorated	577,475	476,682
From France	65,561	60,341
From Germany	173,062	125,900
From United Kingdom	46,393	48,464
From Japan	262,079	191,661
From other countries	30,380	50,316
arthenware, not decorated	42,541	22,314
arthenware, decorated	313,208	389,394
ll other	34,017	49,274
Total	$1,584,854	$1,481,052

For Eleven Months Ending May

	1921	1922
ıina, not decorated	$433,013	$651,310
ıina, decorated	6,259,418	5,745,558
From France	686,472	740,828
From Germany	1,186,508	1,639,233
From United Kingdom	607,625	555,348
From Japan	3,344,651	2,326,688
From other countries	434,162	483,461
ırthenware, not decorated	442,225	282,249
ırthenware, decorated	4,160,889	3,691,578
l other	589,541	400,158
Total	$18,144,504	$16,526,451

Dolls and Toys	1921	1922
lls and parts of dolls	$113,496	$130,539
l other toys	494,379	522,913
Total	$607,875	$653,452

For Eleven Months Ending May

lls and parts	$1,987,864	$1,355,214
l other toys	7,134,473	5,157,182
Total	$9,122,337	$6,512,396

Glassware

For Eleven Months Ending May			
1921	1922	1921	1922
$107,342	$205,190	$1,462,261	$1,564,004

China Clay

For Eleven Months Ending May			
1921	1922	1921	1922
$105,705	$210,170	$2,752,523	$1,840,995

Hydrate of Potash

Containing not more than 15 per cent of caustic soda

For Eleven Months Ending May			
1921	1922	1921	1922
$43,880	$118,476	$365,434	$609,780

Table and Kitchenware of Metal, Enameled or Glazed

For Eleven Months Ending May			
1921	1922	1921	1922
$38,612	$56,233	$390,690	$340,751

The Austrian Glass Trade

The glass industry in Austria has been fairly well ive during the first quarter of the present year. The ation in the rate of exchange of the Austrian crown, l the increase of salaries and wages, have proven a ious hardship, however. The Austrian industry has to ggle at present against foreign competition (principally German), which threatens to get the upper hand in the home market. The 700 per cent. increase in the Customs duties, introduced last March, has so far failed to check this foreign competition. A new glass works, entitled the "Glasindustrie A. G. Friedrichshuette," with a capital of 800 million Austrian crowns, has now been floated at Wels for the production of 6 million bottles and 630 thousand sq. m. window glass per annum. The works are now in course of construction, and it is hoped to commence work soon.

Marting Bros. Co. Plan Modern Store Building

Progressive and ever keeping pace with the growth of the city, The Marting Co., Portsmouth, O., is planning one of the largest homes between Huntington and Cincinnati. The building is definitely decided upon, and it is now the hope of the officers of the Marting Bros. Co. to occupy the same in early September, 1923, at which time the company will celebrate its fiftieth anniversary as a dry goods and department store.

The plans of The Marting Bros. Co., which are now being drawn, provide for a four-story concrete and steel structure that will be entirely fireproof in every detail. The new building will have floor space of more than 70,000 feet or almost two acres of floor space.

The history of the store begins when Henry Marting came to Portsmouth in April, 1872, and opened a grocery store on the corner of Seventh and Chillicothe Streets in an old building which later was replaced by the rather pretentious one now occupied by the Red Cross Pharmacy.

In September, 1873, F. C. Harms became associated with him and his son, F. L. Marting, and dry goods and shoes were added. At the withdrawal of Mr. Harms a few years later the firm name was changed to the H. Marting & Son. In 1883, Mr. H. Marting retired and the firm was known as Marting Bros. and remained that until it was incorporated under the name of the Marting Bros & Co.

Mr. Frank L. Marting had by this time assumed the active management of the business, and in 1893 as the firm needed more room 40 feet of ground on Sixth Street, adjoining and connecting with the Chillicothe Street building, was purchased.

In 1908 the firm purchased what was known as the Frank Kieffner property, which had a frontage of 41 feet on Sixth Street, giving the company space clear through to the first alley west of Chillicothe Street. In 1910 the company erected the handsome fireproof brick and concrete building on Sixth Street, which added to the Chillicothe Street building gave them their present large store.

Three years ago, the Marting Bros. Co. purchased the Herman Miller building directly south of the store and a year later bought the building known as Rice Bros. property.

The present personnel of Marting Bros. Co. includes: President, F. L. Marting; vice president, Alfert F. Marting; secretary, Ralph S. Marting. A. F. Marting is

merchandise manager, R. S. Marting buyer of house furnishings and toy department, and A. Fauth, 120 West 32nd Street, N. Y. City, is the resident buyer for this live-wire organization.

U. S. Exports for May

Domestic exports of china, earthenware and stoneware for the month of May show, according to figures compiled by the Department of Commerce, a considerable falling off in quantity and value from the figures of April. The decrease in the value of exports of table, toilet and kitchenware, exclusive of sanitary and chemical wares, is $10,050. The figures for the month of May just published follow:

DOMESTIC EXPORTS OF EARTHEN AND STONEWARE, FROM THE UNITED STATES BY COUNTRIES

	Table, Toilet or Kitchen Ware		*All Other	
	Pounds	Dollars	Pounds	Dollars
France	—	—	660	113
Germany	—	—	150	300
Italy	—	—	54	120
Turkey in Europe	—	—	5	10
England	110	50	34,956	2,005
Canada—				
Maritime Provinces	57	17	3,960	289
Quebec & Ontario	7,989	1,239	1,060,226	27,359
Prairie Provinces	252	48	51,177	2,065
Brit. Columbia & Yukon	733	272	5,996	797
Brit. Honduras	930	191	86	50
Honduras	3,115	892	40,497	697
Nicaragua	70	21	108	32
Panama	1,300	432	1,605	256
Mexico	5,021	1,145	11,964	1,998
Miquelon & St. Pierre Is.	150	15	576	36
Newfoundland & Labrador	—	—	140	14
Bermuda	—	—	777	242
Barbados	—	—	608	79
Jamaica	350	95	289	46
Trinidad & Tobago	—	—	174	33
Other Brit. West Indies	40	14	2,037	330
Cuba	2,944	345	988,552	12,524
Dominican Republic	507	181	1,447	215
Dutch West Indies	—	—	15	4
Haiti	—	—	826	209
Virgin Islands of U. S.	326	45	474	57
Argentina	—	—	332	31
Chile	—	—	1,265	70
Colombia	2,235	423	8,462	341
Peru	—	—	5,238	1,086
Uruguay	—	—	147	20
Venezuela	—	—	1,323	126
China	195	85	2,088	446
Far Eastern Republic	710	175	—	—
French Indo-China	—	—	11,694	475
Hongkong	600	150	—	—
Japan	—	—	253,420	10,052
Philippine Islands	540	93	255	113
Siam	33	10	—	—
Australia	—	—	683	85
New Zealand	—	—	132	60
Other Portuguese Africa	261	26	—	—
Total	28,468	5,964	2,492,398	62,785

* Not including sanitary and chemical stone and earthenware.

Record Attendance of Buyers Expected at Merchandise Fair

Two conventions will be held during the first two weeks of the Merchandise Fair to be held at the Grand Central Palace and the Seventy-first Regiment Armory from Aug. 7 to 25. The first to be held will be that of the National Retail Dry Goods Association during the week of Aug. 7. The National Garment Retailers' Association will hold its convention during the following week. While the names of the speakers to address the meetings have not been announced yet, both programs will be devoted t practical talks on business conditions and retail mer chandising methods.

The Merchandise Fair will open three weeks from to morrow. More than 400 exhibitors have taken booth in the Grand Central Palace, and space in the Seventy first Regiment Armory has been almost entirely allotte At the Palace the merchandise usually seen in depar ment stores will be displayed.

The following exhibitions in the crockery glasswa and allied trades have already been allotted spaces. Co ning Glass Works, 511 Fifth Ave., New York, and Co ning, N. Y., Columbia Wax Works, 749 E. 137th S New York, Wm. R. Noe & Sons, 43 E. 10th St., Ne York, Newmartinsville Glass Mfg. Co., Newmartinsvill W. Va., Will and Baumer Candle Co., 139 Madison Av New York, Edmondson Warrin, 49 Worcester St., Ne York., Art Metal Works, 347 Fifth Ave., New Yor Maryland Glass Co., Cumberland, Md., Frank M. Ka & Co., 15 W. 24th St., New York.

It is probable that the number of buyers in New Yo in August, according to the managers of the fair, will s a new record. Early estimates place the number at 30,0 and the expectation is that this will be exceeded. The h tel associations are working with the management of t fair in an effort to see that every one is taken care of ac quately, but the advice is to secure reservations early.

Nathan Store to Add Four Floors

When the new four-story and basement building n in the course of erection is completed during Septemb M. Nathan & Bro., Inc., Johnstown, Pa., the facilities this enterprising store will be about doubled. The st now consists of four floors and the new building will connected with it by means of a tunnel under an al and by wide bridges on the upper floors. The new bu ing is fireproof, but will be provided with a sprink system and the front will be faced with white gla terra cotta with wide modern display windows an mezzanine around three sides of the street floor.

An especially novel feature in connection with the n building will be an arcade running along the front of joining old buildings and providing an entrance fro third thoroughfare. This arcade will have an 11 ft. w passageway with display windows on each side, and i lead into a 40 by 35 ft. space adjoining the new struc The front windows of the arcade—that is those adjoin the sidewalk—will measure 110 linear feet. Those o the inside, as also those on the other side of the 11 passageway, will measure 60 linear feet. N. A. Elsa is the merchandise manager, and Mrs. K. Q. McGui the buyer of the china and housefurnishings d partments.

Business Briefs

Strawbridge & Clothier, Philadelphia, Pa., have mo their entire crockery and glassware department fron basement to the fourth floor, and the toy and spo goods department, which formerly was on the fou floor, to the basement.

National Association of Cut Glass Manufacturers of America Hold Convention in Montreal

Summer Convention Held For the First Time Outside the United States a Noteworthy Gathering—Many Interesting Topics Up For Discussion at Well Attended Meeting—New Label For Establishing High and Uniform Standard of Heavy Cut Crystal Adopted by Association

FOR the first time in the history of the Association The National Association of Cut Glass Manufacturers of America was held this year outside the borders of the United States. Acccepting the invitation of R. A. May of the Phillips Cut Glass Co., Montreal, who is a vice-president of the association, the summer meeting was held at the Hotel Windsor, Montreal, Canada, July 11. The convention was well attended and while it is the purpose of these annual summer meetings to provide an occasion for members to get together and enjoy an outing, it also provides an opportunity for all to meet in an informal discussion of the many factory problems, sales difficulties and other phases of the cut glass business in general, thus gaining through the exchange of experiences many helpful ideas.

The convention was opened by G. William Sell of the Krantz & Sell Co., Honesdale, Pa., president of the Association who in well chosen words thanked Mr. May for the opportunity to visit Montreal and called attention of members to the fact that there would be only one business session and it would be necessary to expedite matters in order to complete all the business requiring attention. Mr. May, in replying, extended a welcome to all and said that he was proud to have the association meet in Montreal, that entertainment had been provided for the ladies while the men were at the meeting and that after business had been completed, it was planned to use his motor yacht to give all present an opportunity to view the beauties of the St. Lawrence River, Lake St. Louis and the rapids.

Meeting of International Character

In behalf of the Association T. P. Strittmatter, treasurer, thanked Mr. May and his associates for their hearty welcome and expressed his appreciation for the cordial reception and entertainment which the Phillips Cut Glass Co. had provided for the visitors. He said, in part, that the meeting in Montreal had a tendency to give an international bearing to the association. He likened the cut glass industry to the old cow which had been milked and milked but not fed properly. Now we are the fed cow and this meeting would decide matters of a constructive nature that would put the cut crystal glass industry on a firm footing. For a long time low prices and questionable methods of sale to questionable firms had done more to injure cut glass than anything else. He expressed the opinion that too much cheap stuff had been produced and pointed out that only a certain percentage of cheap glass can be absorbed by the market without seriously injuring the industry. He said that he hoped the adoption of the Association's label, soon to be placed on the market, would do much to offset fake method and bad selling policies.

President Sell's Address

In opening his address, president Wm. G. Sell said that the association had been the one medium that had kept the cut glass business together. It had been the means of upholding the standard of the finished product. He regretted that members of the trade who had good ideas for its progress and uplift and who were not members, refrained from joining thus denying to the association the great benefit of their advice. The aloofness of these manufacturers does not prevent the present members from going ahead as though every firm was part of the society, but how much better could they proceed if every one would put to one side any objection he had and join in with the movement, such as the one in hand? If the association should not succeed in its efforts the blame would not be on its shoulders, but on the shoulders of those who refused to become members. Mr. Sell said he would appoint committees to approach every manufacturer of crystal cut glass to use every endeavor to get those who hold back to join the association.

New Standard Label Approved

The committee on labels was then asked to report and T. P. Strittmatter of the Quaker City Cut Glass Co. and



Label approved by National Association of Cut Glass Manufacturers of America. This insignia will be stamped on each piece of cut glass ware of manufacturing members. The number in centre represents the individual factory.

the Laurel Cut Glass Co. said that, after several designs had been made and submitted to the committee the one now before them had been finally adopted and that within a month every firm who had signed the agreement permitting it to use the label would be furnished with its quota. Mr. May in referring to the label said that poor

(*Continued on page 30*)

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

A LAMP sale that is making history is now in progress in the lamp department of the store of Frederick Loeser & Co., Brooklyn, and is a reflection of the merchandising ability of the buyer, Lee Moses. The big feature of the sale is a wrought iron floor lamp, fitted with a decorated parchment shade with bulb and wired ready for use, at the price of $3.95. Up to Tuesday of this week when the sale had been in progress for a week over 2,000 of these lamps alone had been sold, which is a record, quite worthy of note.

David L. and Charles L. Wise, 10 West Twenty-third Street have been appointed the New York representatives for the line of aquaria and wrought iron stands made by the Liberty Cut Glass Works, Egg Harbor City, N. J.

Frank Martin accompanied by Mrs. Martin is registered at the Hotel Chatham this week while here placing orders for his stores at Detroit, Mich., and Columbus, O. His shop in the latter city, which was opened within the last few months, bids fair to duplicate the unusual success of his other establishment at Detroit.

W. Lawrence, buyer for the Killian Co., Cedar Rapids, Iowa, is another buyer in New York this week placing orders for early fall delivery. He is stopping at the Imperial.

Fred Brey, with B. F. Drakenfeld & Co., is making preparations to leave next week for an automobile trip to Canada, which is his idea of an ideal way in which to spend a vacation. Of course he will return in time for the outing.

Langley Hawthorn, buyer for Abraham & Straus, Brooklyn, is having a week's respite from business at Larchmont, N. Y., this week, where he has ample opportunity for enjoying his principal hobby—boating.

F. W. Lorenz, with B. Tomby, Inc., sailed last Saturday for a two months stay in Germany and Austria, where he will visit the various factories represented by the Tomby firm, principally to consult relative to new designs to be brought out.

Wm. J. Noble of the John Davison, Inc., traveling staff, who has been confined to his home suffering from a nervous breakdown for the past nine weeks, was far enough improved to be able to go out for the first time on Monday of last week. His condition is now slowly improving from week to week and his many friends are looking forward to seeing him back at business within a short while.

Percy Penn, salesman for Thos. G. Jones, leaves on Friday for a two weeks sojourn in the Poconos.

Miss Minnie Walters, with the Horace C. Grey Co., is another one to join the vacationists. She is spending two weeks at Lakeport, N. H.

Jas. J. Temple, American manager for L. Bernardaud & Co., returned on Wednesday from a two weeks trip through the west and middle west in the interest of the firm.

Louis Greenman, who recently joined Soy Kee & Co., 7-9 Mott Street, as traveling representative, left on Tuesday on his initial trip for the concern, making Detroit his first stop. He will make practically all the territory west of this point. He expects to be gone three months.

Sydney Hirsch, well known in the china business through his former connection with the hotel department of Higgins & Seiter and as salesman for Geo. Borgfeldt & Co., and other firms, has joined the sales staff of the Rosenthal China Corp., and the Continental Ceramics Corp. He has been out of the trade during the war on account of entering the service where he received a commission as first lieutenant. He only received his discharge in May. He expressed himself as delighted to get back in the china business once more where he has many friends both here and on the road.

Mr. Koss, Sr., and his son Morris, of the Eagle Cut Glass Works, Brooklyn, left Thursday for a two weeks' trip through Connecticut and other points in New England. In their absence Harry Koss, the younger son, who is outside for the firm will try his hand at running the office.

Robt. D. Miller, of Maddock & Miller, and Mrs. Miller left last Thursday for Maine where they will spend several weeks vacationing.

A. Klayf, with Koscherak Bros., and his brother Louis, buyer for Bloomingdale Bros., are enjoying all the pleasures that go with life at the sea shore at Asbury Park, N. J., where they are spending a two weeks' vacation.

H. O. Phillips, with the Taiyo Trading Co., accompanied by his wife and daughter, left last Saturday for a two weeks' stay at Shelter Island, N. Y. Mr. Phillips will have a complete new batch of fish stories on his return.

C. H. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., accompanied by Mrs. Blumenauer will sail for Europe July 29 on a pleasure trip of several weeks' duration.

H. F. Norton, of the sales staff of K. P. Lockitt, New York, manager of the Libby Glass Co., is back at his desk after a two weeks' vacation in which he visited his old home in Winsted, Conn.

The New Salesroom of J. J. Hines, Inc.

One of the first salesrooms to be completed in the new Maddock & Miller-Herman C. Kupper Building, 39-41 West Twenty-third Street, was that of J. J. Hines, Inc., which occupies the entire fourth floor of the building running through to Twenty-fourth Street.

Mr. Hines has spared no expense in fitting the place up and it will compare most favorably with the handsomest showrooms in the trade. There is a certain atmosphere of brightness and airiness to the place that is at once inviting and shows off the decorated glassware and various other lines handled by the firm in a very advantageous manner.

A low booth style fixture has been utilized that is indeed attractive and at the same time allows the various decorations in glassware to be shown separately, otherwise the comprehensiveness of the line would be more or less confusing to the buyer in making his selections. But with this idea, confusion is eliminated. The wall fixtures and booths are all in white finish, with fronts draped in gray satin. The display tables which adorn the center of the room are also white and covered with spotless white linen covers. One entire side of the room and most of the center is devoted to the line of decorated glassware, while on the other side is displayed the lines of imported art pottery from Holland, Italy and other countries. Still another space is devoted to an imported line of cut and decorated atomizers, colognes and dainty Parisian novelties of various kinds.

The entire front of the room is devoted to the private office of Mr. Hines, handsomely furnished in mahogany, and the offices of general manager Charles T. Wooley, as well as the office of J. J. Hines, Jr., the latter two being furnished in oak with floors covered with rich blue rugs. In the rear of the main room is located the office of George J. McCartin, art decorator for the firm, where is also the bookkeeping department. The lamp and shade line is displayed on the Twenty-fourth Street end of the building, which occupies a spacious room all to itself. The color scheme here is black and red. On either side of a passageway leading to this are three stock rooms and the packing and shipping departments.

Pitcairn and Killackey Win at Golf

W. S. Pitcairn again demonstrated his dexterity at swinging the clubs at the July golf tournament held at St. Albans Golf and Country Club, St. Albans, L. I., last Tuesday with a game that was pretty consistently good throughout and won him the prize for the low net score with 179 for the thirty-six holes. The winner of the best selected eighteen out of thirty-six holes was J. E. Killackey.

While the weather hovered somewhere around the broiling point, the players played bravely on and spent a day of genuine enjoyment.

The following golfists participated in the game: J. J. Hines, G. L. Pitcairn, L. S. Owen, W. S. Pitcairn, C. A. Dodson, J. E. Killackey, George Hamilton, Alex. W. MacKenzie, Thomas Smallwood, R. A. Jacobus, J. M. Miller, George L. Lobsitz, H. C. Smallwood, Lloyd Smallwood, W. A. Lathrop and Drew Seaver.

Roseville Pottery Co. Lease New Salesroom

Owing to Saks & Co. having taken over the building in which they have been located at Fiftieth Street and Fifth Avenue, for a number of years, and which is soon to be demolished, along with several other buildings on the block, to make room for the new Saks store, the Roseville Pottery Co., were obliged to seek new quarters.

Various locations have been under consideration by local manager, F. D. Van Arsdale, for several months past, but nothing was definitely decided until last Thursday, when Russell T. Young, head of the company, came from Zanesville, O., for the purpose of making a final decision. The lease of the entire second floor at 292 Fifth Avenue, comprising over 2,000 square feet of floor space was then consummated, and it is the intention of the company to fit the place up in a very handsome manner in keeping with the quality of the Roseville line.

Coincident with this announcement came the news that the firm would also give up the manufacture of their "Pauleo," a line of particularly fine vases and ornamental pieces which has been used for several years almost exclusively as a retail proposition.

Of course this means that the retail department will be permanently discontinued and New York manager Van Arsdale and his assistants will hereafter devote their entire attention to the wholesale end of the business. Mr. Van Arsdale expects to be all settled in his new quarters by September 1st.

L. Barth & Sons, Inc., Hold Annual Outing

Last Saturday will linger long in the memory of those who attended the annual outing of the well-known hotel supply concern of L. Barth & Son, Inc. Judging from the many exclamations of enthusiasm heard on all sides, it easily registered the biggest success yet. By 9 o'clock that morning all officers and employes of the firm assembled at the headquarters of the firm in Cooper Square, and at 9:30 the long train of auto buses and private cars, carrying the army of workers got under way for the trip to the beautiful outing grounds at Karatsony's, Glenwood-on-the-Sound. To add life to the occasion, they carried their own music—a full brass band. From Cooper Square, up town across the Queens Borough Bridge and down the beautiful drive to Glenwood, there could have been no doubt that the Barth employes were

out for a good time. The trip takes about an hour, and every minute of it was enjoyed.

Arriving at the park the first thing scheduled was the baseball game, between the married men and single men. The married ones were right there with a wallop, when it came to playing ball, walking away with a score of 19-2. The single men are still scratching their heads in wonder. Luncheon was announced next and we will pass over the next hour and a half without comment, except to say that Mr. Karatsony again demonstrated his ability to handle a big crowd and take care of the requirements of the inner man to a nicety.

After luncheon a long schedule of athletic events took up the time of most of the employes and surprising ability was evidenced by many of the entrants.

The principal events with winners included: 100 yard dash for men: First prize, Morris Rotter; second prize, Howard Sisler. Three legged race for men: First prize, Martin Englehardt and Arthur Frischman; second prize, Harry Selowitz and Morris Rotter. Relay race for men: Winning team, Sam Kahn, Jacob Werner, Howard Sisler and David Garfinkle. Monkey race for men: First prize, Harry Selowitz; second prize, Arthur A. Frischman. One mile run handicap, men: First prize (scratch), Ed. Cowen; Sam Kahn (25 yards), second prize; Arthur A. Frischman (scratch), third prize. Fifty yard swim for men: First prize, Tony Massari; second prize, Harry Selowitz. Fifty yard dash for girls: First prize, Henrietta Faber; second prize, Fanny Greenberg. Three legged race for girls: Sylvia Hirsh and Hannah Kestenbaum, prize winners. Relay race for girls: Winning team, Sylvia Hirsh, Fanny Greenberg, Hannah Kestenbaum, Lillian Roses. Walking race for girls: First prize, Lillian Roses; second prize, Lillian Sohmers.

Louis Getzoff to Open Exclusive China and Glassware Shop

One of the most interesting pieces of news in the trade this week was the announcement by Louis Getzoff, for the past twelve years with Edmondson Warrin, the well-known decorator of china and glassware, that he resigned his position as sales manager for the firm last Friday, in order to be free to complete arrangements for the opening of an exclusive china and glassware shop at 554 5th Ave., on August 1st.

Mr. Getzoff has leased part of the store at the above address occupied by Louise & Co., modistes, whose high-class clientele is the type of trade that Mr. Getzoff will cater to in his new venture. The place is located between 45th and 46th Streets, and is one of the most desirable locations on the avenue.

Mr. Getzoff has made many warm friends in the business who will wish him every possible success in his new undertaking.

He started with Edmondson Warrin as an errand boy and demonstrated such ability for selling that he was gradually promoted to the place of sales manager. His experience in handling a fine quality of ware makes him well adapted for conducting a business of this character.

K. T. & K. Ads Illustrate Origin of Motif Used in New Dinnerware Patterns

A good many of our readers have no doubt viewed the first of the new series of full page advertisements of the Knowles, Taylor & Knowles Co., East Liverpool, O. appearing in late issues of the CROCKERY AND GLASS JOURNAL, with more than casual interest. Artistic in layout and strikingly original in conception, they are conspicuous, not only as unusually good ads but likewise interesting because they depict Old World scenes. These illustrations, in fact, are the result of much careful research work, and they picture the origin of the motifs of the decorations which have been carefully chosen for the new patterns which this progressive pottery are introducing to the trade. Altogether there are twelve of these pictorial advertisements in the new series, each showing the derivation of a new and charming dinnerware pattern.

Buyers in New York

JULY 13th, 1922

August Block, Syracuse, N. Y. Buying house furnishings, Grand Hotel.

J. Henry, toys, J. L. Hudson Co., Detroit, Mich., 225 5th Ave.

Mr. Libby, house furnishings, Gilcrist Co., Boston, Mass., 200 5th Ave.

Henry L. Falk, house furnishings, The Mode Ltd., Boise, Idaho, care Kirby, Block & Fisher, 352 4th Ave.

W. W. Taylor, house furnishings, D. M. Read Co., Bridgeport, Conn., 404 4th Ave.

Miss Ella Brennan, cut glass, china, glassware, and lamps, Rothschild Co., Chicago, Ill., 488 Fourth Ave.

JULY 14, 1922

E. W. Cruikshank, house furnishings, Strawbridge & Clothier, Philadelphia, Pa., 230 Fifth Avenue.

I. Natham, representing Natham-Dohrmann Co., San Francisco, Cal., Claridge.

C. R. Sebach, dolls, H. H. Sturtevant Co., Zanesville, Ohio, care A. Fantl, 116 West 32nd Street.

JULY 17, 1922.

Sam Gershon, house furnishings, Sam Gershon, Atlanta, Ga., Herald Square.

Miss E. Meyers, dolls, Rollman Sons & Co., Cincinnati, Ohio, Littman & Storch, 120 West 32nd St.

W. J. McCall, house furnishings, D. H. Holmes Co., New Orleans, La., 15 East 26th Street.

A. S. Marlowe, toys, L. Hart & Son, San Jose, Calif., 370 7th Avenue.

M. Regenstein, china, Davison-Paxon-Stokes Co., Atlanta, Ga., 1150 Broadway, Baer & Lilienthal.

B. C. Newton, house furnishings, Miller Bros., Chattanooga, Tenn., 333 7th Avenue, J. M. Biggins.

L. Kelley, dolls and toys, Carter D. G. Co., Louisville, Ky., 32 Leonard Street, Room 412.

P. H. Davis, toys, Cohen Co., Richmond, Va., 1150 Broadway, care Baer & Lilienthal.

JULY 18, 1922.

D. Poliner, toys and housefurnishings, Leopold Adler Co., Atlanta, Ga., care Kirby Block & Fisher, 352 4th Ave.

William Lawrence, china and glassware, The Killian Co., Cedar Rapids, Iowa, care Hart-Flannagan Co., 253 5th Ave.

Chas. A. Williams, Jr., housefurnishings, Williams & Shelton Co., Charlotte, N. C., Martinique.

John Hahn, housefurnishings, china and glassware, The Fair Store, Chicago, Ill., 225 4th Ave.

Samuel Weiner, kitchen furnishings, Samuel Weiner, Boston, Mass., Grand.

W. R. Hays, china and glassware, Paul Steketee & Sons, Grand Rapids, Mich., care Mdse. Reporting Co., 28 East 26th St.

Thos. Parr, table goods, A. B. Frank & Co., San Antonio, Texas, 43 Leonard St.

C. F. Longacre, housefurnishings, china and glassware, Bush & Bull Co., Williamsport, Pa., Imperial.

(*Continued on page* 34)

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

GENERALWARE potteries in the East Liverpool district did not resume operations on a pre-vacation basis until last Monday. Workers, at least many of them, did not return to their places as promptly after July 4 as had been anticipated, hence the slowness in getting the different plants going again. Due to the July inventory period, the receipt of new business during the last 10 days has been more or less spotty, although quite a number of buyers have been in the market. Some clay shops resumed operation July 13, the beginning of the fiscal week in the pottery trade, and others did not become active until July 17. Decorating departments and bisque and glost kilnmen were more or less active during the first fortnight of the month, the clay shops in the majority of instances being the last department to resume activity.

Fred Kline, southern representative for the Knowles, Taylor & Knowles Co., who is maintaining an elaborate sample room in Dallas, Texas, has been elected a member of the Dallas Chamber of Commerce. The complete line of the K., T. & K. Co. is now being displayed by Mr. Kline. His sample room is the largest of the kind in the Texas territory.

Among buyers visiting the district within the last few days were the following: Joseph Moore, with the Denver Drygoods Co., Denver, Col.; I. E. Fronani, with Woodward & Lothrop, Inc., Washington, D. C.; Miss Ella Brennan, of the china and glass department of the Rothschild Store, Chicago, accompanied by Adolph Schnagel, merchandise manager of the same concern; Mr. Riker, with Parker & Co., Davenport, Iowa; H. A. Wilson, with the Long-Lewis Hardware Co., Bessemer, Ala.

Joseph C. Davis, of the sales department of the Knowles, Taylor & Knowles Co., is back at his desk following his annual vacation.

William S. George, of the W. S. George Pottery Co., operating plants at East Palestine, O., Kittanning and Cannonsburg, Pa., has been notified of his election as a member of the Board of Trustees of the American University, Cairo, Egypt. The election to this office came as a surprise to Mr. George. He recently visited the institution when touring Egypt.

William L. Smith, Jr., of the Taylor, Smith & Taylor Co., after visiting a portion of the trade on the Pacific Coast came back East as far as Salt Lake, and then went into the extreme northwest from there. He will be absent from his desk for at least six weeks longer.

" We have secured six new exclusive dinnerware patterns for the 1923 line, but these will not be shown until late in the Fall," declared J. W. Mackey, sales manager for the Smith, Phillips China Co., this week. These new decorations, however, will not be available for delivery until January next. This plant is operating on full schedule, and shipments for the first six months of this year exceeded the volume for the same period a year ago.

T. A. McNichol, head of the T. A. McNichol Pottery Co., has been spending the last week in the southern market, making his headquarters in New Orleans.

Quite a demand exists at present among pottery plants located just outside the East Liverpool district for skilled labor. No similar shortage is experienced in the local district, either for skilled or unskilled labor. Save in one or two instances all local potteries are in a position to operate on reasonable schedules, and the operatives, so it seems, are inclined to remain " close at home."

Unconfirmed rumor is current that a dinnerware plant located outside the local district may be taken over and operated by an Eastern Ohio interest, provided negotiations now pending are brought to a successful conclusion. Conferences with this end in view began last January. The " outside " plant has a capacity of seven kilns and is rather favorably known among the trade.

Hon. George F. Hankins, of the Foster Pottery Co., Lexington, N. C., who is spending several days in the local district, has returned to the South. This was the third visit of Mr. Hankins to this territory during the last six months.

William E. Owen, who formerly handled the " Co-Op " line in the Pittsburgh district and who made frequent trips through York State territory, is again back in harness with this firm, continuing to cover the York State district. Since leaving the pottery trade, Mr. Owen has been associated with the rubber tire industry, with headquarters in Cleveland.

A special writer for *Finance and Industry,* the leading financial publication of Cleveland, O., after a visit to the local district, in his report of activity in the industry in this locality declared that " plants are working 85 per cent or better, taking the entire district as a unit."

The plant of the French China Co., Sebring, O., has resumed operations in full. The July suspension in this shop was exceedingly brief.

With a capital stock of $60,000, Matthew Rapp, at Morton, Ill., has formed the Cliftwood Potteries, Inc. The new concern is said to control a special method for glazing ware, said to be unlike that used in other plants.

Morris Bergman and Joseph Swartz, of New York, who have been visiting the local and Sebring markets, have returned East.

Joseph Bason, with Palais Royal, Washington, D. C.; A. A. Blankenmeister, with B. Nugent Co., St. Louis, Mo.; Albert Hollman, Green Bay, Wis., were recent visitors in the district.

E. J. Hickey, representing the National China Co. in the Northwest territory, has been spending the last few days at the factory. He was registered at the Elks Club in East Liverpool.

Sebring Introduces Ad Help for Distributors

When it comes to assisting distributors in the merchandising of dinner sets, the Sebring Pottery Co., Sebring, O., has taken another advanced step. It has arranged a complete advertising schedule for distributors to use in their local newspapers, and these mats or cuts can be had for the asking. Large illustrated circulars have been forwarded the trade, showing these "ads" which are of different sizes, also a sample copy of an illustrated letter form which is also furnished the dealer in quantities free, and which can be "filled in" and forwarded the retail purchasing clientele of the distributor. Brilliant window signs are available for the dealer, when the "dinnerware sale" is put on. By conducting such a merchandising campaign, the Sebring Pottery Co. has two points in view, namely, the increased sale of its own products and a greater distribution of American dinnerware. The campaign has proved an unusually successful one.

Business Briefs

The Valley Department Stores Co. has been incorporated with a capital of $100,000. The incorporators are C. P. Adams, F. H. Kelsey and Glenn E. Kirpatrick. The home office of the concern is, Lamar, Col.

B. L. Spurlock, assistant manager of the Franklin, Pa., store of the J. C. Penney Co., has been appointed manager of the new Penney store at Bucyrus, O. The Penney Co. plan to open 59 new stores throughout the country and when this program is completed the concern will have a total of 371 department stores, operated in 29 states.

THE BIG EVENT OF THE SEASON!

Annual Summer Outing

of the

POTTERY, GLASS & BRASS SALESMEN'S ASSN.

Duer's American House

COLLEGE POINT, L. I.

SATURDAY, AUGUST 5th

SOME OF THE ATTRACTIONS:

Transportation to Grounds by Auto Busses.
Good Music. Good Eats.
Ball Game: Single Men vs. Married Men.
Athletic Program of Eleven Events.

ALL FOR $5.00

Come and meet your friends. They'll all be there!

Tickets may be secured from Crockery and Glass Journal, 45 East 17th St., or from members of the various committees.

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

WHEN glass manufacturers and representatives of the American Flint Glassworkers' Union join in joint wage conference at Atlantic City July 24th, the latter will ask that production of shops be decreased and wages increased. This is admitted by manufacturers who have made a careful study of the list of demands as have been formed by the various departments associated with the industry. Competitive with these demands will be those from the manufacturers who, it is related, will insist that the unlimited production rule prevail, and that wages be agreed to in line with general trade conditions. No one can tell just how long the wage conference will continue in session. That "tail-end" conferences will be held in Pittsburgh as has been the custom during the last two years there is little doubt. The joint wage conference will convene in the Marlboro-Blenheim hotel, Atlantic City, and will last at least two weeks.

The annual meeting of the American Association of Flint & Lime Glass Manufacturers Association will be held in the Marlboro-Blenheim Hotel at Atlantic City beginning Friday, July 21. The usual routine business will follow. Re-election of present officers is considered as likely. The meeting this year will be the 46th annual session, and according to Secretary John Kunzler, "it is some record for an organization."

John Rumens, assistant manager of the London office of the United States Glass Co., who has been spending the last three weeks at the home office and also visiting the different plants of the company, left Pittsburgh last Friday for the east and sailed from Boston Sunday for home. This was the first visit of Mr. Rumens here since 1914. He was in Pittsburgh when the late war was declared, and was compelled to take passage home on a small boat, which later reached its destination after considerable trial by sailing along the Irish coast. Mr. Rumens held the view that while the English market for glassware is in a depressed condition, owing to the influx of glass from the continent, and the low rate of exchange, he is optimistic that this condition is one that is bound to improve, just as soon as exchange rights itself. This situation will increase the cost of other goods, and at the same time create a greater demand for American glassware. Although this is the first time Mr. Rumens has visited the United States in eight years, it is recalled that Sidney Akehurst, who is associated with Mr. Rumens in the London office of the "States" visited Pittsburgh and various factories of the company in the spring of 1919.

Before the close of the National Bottle Blowers' Convention at Bellaire, O., July 14, the convention voted "wet" or in favor of the repeal of the Volstead act. An old age pension for the workers in this trade was also proposed. Atlantic City and Zanesville are competing for the convention for 1923.

W. W. Lang and his son Frank H. Lang are at the Ft. Pitt hotel showing the fall line of the Kinney & Levan Co. of Cleveland, O. Four other large suites are occupied by W. J. Harkness of the same firm, showing the fall line of toys, dolls and novelties. The combined display is one of the largest ever assembled in this district by this firm, and as a result the nearby out of town trade has been active in visiting the exhibit.

"They have some remarkably large and beautiful china and glass shops in Mexico City," observed Reuben Haley upon his return from that country a few days ago. "Beautiful merchandise is carried, and the shops are larger than those generally seen in our larger cities."

A new line of floor lamps, junior "sticks" and bridge lamps are being shown for the first time in the local sample room of the Pittsburgh Lamp, Brass & Glass Co. These offerings are a late addition to the new line of shades recently designed. Ten new designs in desk lamps are just ready for the trade, the latter to be had in Jap bronze and brushed brass standards. A new line of shades shown for the first time are in a silk finish, the items being for pendants and dresser and shower placements.

Quite a number of changes have been announced in the sales department of the United States Glass Co. W. J. Jones and H. Erickson, who have been traveling the middle west from the Pittsburgh office have been transferred to the Chicago office, and will cover the same territory from that central office. In the immediate Pittsburgh territory, Dick Lange will succeed D. B. Wilson, resigned. This territory contiguous to Pittsburgh includes Ohio, lower Michigan, and parts of Indiana, Kentucky and West Virginia. Norton Boyer will be associated with Mr. Lange in covering this territory, which is under the direction of Henry Nickel, at the home office.

The usual quarterly dividend of $1 per share has been declared by the United States Glass Co., this being authorized at the last meeting of the board of directors.

In order to increase its production, the Star Glass Co., of Star City, W. Va., manufacturers of lighting glassware, has arranged to build an additional 40-ton tank in its plant.

SOY KEE & CO.

7-9 Mott Street (Chinatown) New York

Subway to Worth Street
Third Avenue "L" to Chatham Square

A cordial invitation is extended to the trade to view our latest importation of



CHINESE ART WARES

The Largest Stock in America



Dinnerware
Vases
Porcelain
Pottery
Novelties
Baskets
Furniture



Most exceptional exhibit of vases on the market, comprising all sizes and shapes, for lamp mounts and general decorative purposes. A choice collection of Mirror Black, Fine Color, Powder Blue, etc.

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources of Supply

Diamond Glassware Co.'s Offerings

Including a display of three appealing lines in colored and iridescent table glassware the showing of the wares of the Diamond Glassware Co. at the salesroom of Frederick Skelton, Fifth Avenue Building, represents a colorful array of conspicuous beauty. In the "Egyptian Lustre" line, which could also be appropriately termed peacock ware, a very rich and beautiful iridescence has been achieved in combining the shimmering shades of bronze, blue, green and ruby. Among the items of this fancy assortment are deep bowls, cupped flower bowls, candlesticks in a varied assortment of sizes and shapes which are distinctive and particularly attractive to buyers of art and gift goods who are looking for beautiful wares which register the out-of-the-ordinary note. In the "Royal Lustre" line a rich, deep blue is most artistically combined with the iridescent tints of gold and silver lustre in the lining which gives a charming vari-tone effect. This ware is obtainable in a good assortment of fancy numbers, including a particularly comprehensive range of bowls in many sizes and shapes, deep and flaring forms of graceful designs, candlesticks, sherbets, salad plates, dinner plate, many with and without black glass bases. In contrast to these heavier tones is the "Rainbow Iridescent" ware, consisting of Harding blue and shimmering rose. In this line the usual complete range of fancies includes vases in several charming shapes, flower and fruit bowls, candlesticks, sweet-pea vases, handled flower baskets, handled cakeplates and a very unusual and decorative orange bowl, consisting of a distinctive flaring fruit bowl and a gracefully flaring base, forming a two-piece combination which has made a decided hit among discriminating buyers. In addition to these three strong lines a complete line of flower blocks in several sizes in black, crystal, blue, and green are being shown.

New Attractions in Roseville Pottery

Many new things just placed on view from the Roseville Pottery Co., Zanesville, O., by local manager F. D. Van Arsdale, at the concern's showroom, 621 Fifth Avenue, are destined to create a great deal of enthusiasm. Of exceptional interest is a reproduction of a charming old Italian line, which enjoyed an unusual reign of popularity, up to the time it was discontinued some seventy years ago. Strange to say, after it was dropped at this time, no steps were taken to revive it until the noteworthy achievement of the Roseville Pottery Co. The line was originated about 1790, by an Italian engraver of Venice named Giovanni Volpato, after whose death its manufacture was continued in the family until the time mentioned. It is indeed very lovely, in a rich deep cream body, in exquisitely modeled quaint shapes in bowls, comports, candlesticks, vases, urns, etc. Its richness is further enhanced by a self decoration, in an embossed floral festoon, in combination with a fluted effect that is quite inimitable. Another feature of the exhibit are various additions to the concern's very popular Rosecraft line, in its beautiful colors and artistic shapes. The new things consist of many salable items that are sure to be appreciated by the buyer. Perhaps one of the most interesting features in connection with this line is a fine mirror black, which is manufactured with extreme care by the concern to turn out as fine examples both in body and glaze as is possible to produce. Of course this is made in vases in all shapes and sizes for lamp mounts and other purposes. Still another attraction is a popular priced line of bowls in a pleasing mottled green and in a cream background with futuristic floral and figured designs executed in brilliant colors.

New Things in Rosenthal China

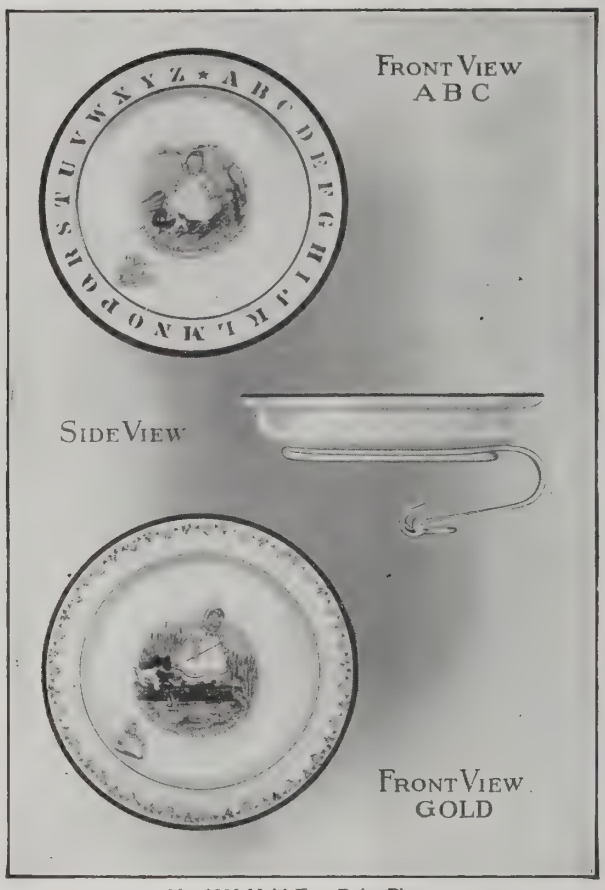
The Rosenthal China Corporation, 149-151 Fifth Avenue, have recently received an array of new patterns in fancy ware, dinnerware, service plates, etc., in the beautiful Rosenthal china that will contribute added interest to this attractive line for the fall buyers. In a new fancy line, there is a very elaborate all over gold encrusted effect, in a classic Egyptian design, that is really remarkable for its fine execution and beautiful finish. Among the items shown are plates, cups and saucers, trays, vases and jewel boxes. The new service plates are unusual for their richness, some delectable designs being worked out in combination paste gold and encrusted gold that are exceedingly tasteful. A very quaint conception in a service plate, is an all over flat gold on a fancy shape, with a center print in black, showing an old English scene. In dinnerware a new treatment of a Dresden pattern is quite charming. Another one that has also attracted considerable interest, is a fancy scroll border, in a deep rich tan with alternating clusters of colorful flowers and baskets of flowers, set in at intervals, and offering a most pleasing contrast. There is also a center basket of flowers surrounded by the tan scroll to add further beauty to the pattern. A novelty that will probably be received with a great deal of interest is a china Thermos carafe. This is shown in various plain colors, beautiful lustre effects, Dresden decorations, etc. The china cover can be removed for cleaning. A new assortment of china figures, birds, groups, etc., wonderfully modeled and decorated are also most attractive.

AN ARTICLE OF CHARACTER
USEFUL and A SELLER
OUR
HOLD-FAST BABY PLATE

The only time this item is not selling is when you are out of it.

Send for catalogue showing other fine sellers.

THE
D. E. McNICOL POTTERY CO.
EAST LIVERPOOL, O.



No. 1038 Hold-Fast Baby Plate

Cooperative Investigation of Kitchen Ware Enamels

During the past month, the work of the enameled metals section of the bureau has been practically confined to the investigation of kitchen ware enamels in cooperation with a representative of one of the manufacturing companies. About 10 ground coats have been applied to 8-inch steel dinner plates and coated with each of 7 cover enamels, representatives of a series of enamels varying in composition. Some 600 plates have been enameled during the month. They are now being tested for resistance to impact, to thermal shock, and to acids, but the work has not yet progressed to a point where conclusions can be drawn.

Some very interesting information, however, has been developed regarding the effect of variations in composition on the burning range, burning properties, and fish scaling. In connection with the latter, it is interesting to note that the results confirm the bureau's conclusions from previous investigations of fish scaling and will be added proof as to the correctness of the theory.

Some of the results of this work will be checked on a factory basis at one of the manufacturing plants during the coming month after which the representative of this firm will return to the bureau for further study. In the meantime, the testing of ware will be continued in the bureau's laboratory.

The "DAZEY" Flower Holder
(PATENTED)
"WILL SAY IT WITH FLOWERS BETTER"



The three distinct advantages of the "Dazey" over any other flower holder made are:

First, allows the stems of flowers to be set in at any angle, giving opportunity for display of full natural beauty and effect.

Second, is heavy, strong and durable, and design prevents upsetting.

Third, is cast of a metal that will not rust or corrode, and will not mar or scratch the finest container.

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Write for Illustrated Folder and Price List
DAZEY FLOWER HOLDER CO.
839-843 East 31st Street, Los Angeles, Calif.

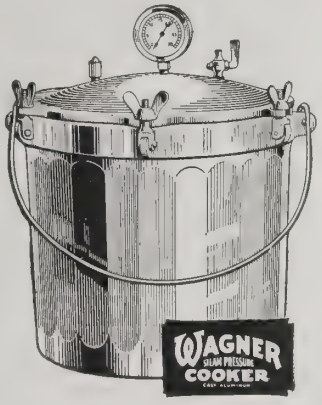
In the Household Utility Aisle

Some Practical Aids for Easier and Better Housekeeping—Time Savers and Labor Lighteners That Appeal to Busy and Discriminating Housewives and Are Stocked by Progressive Merchants Who Are Alert to Supply What the Public Wants

By Beatrice Miller Wisner

Steam Cooker Excellently Constructed

The public is becoming more and more convinced hat cooking by steam pressure means more savory iands with the values of food nutriment preserved, vhich is an indispensable aid to health building. The steam Pressure Cooker illustrated is one of the newest roducts from the Wagner Manufacturing Co., Sidney,)hio, which has recently een placed on the market. 'his efficient cooker, is nade of solid cast alumnum, cooker and cover eing made by casting the luminum in molds. There re no welded seams nor ivets, nothing to give way r leak. Through careful djustment of the cover nd accurate workmanhip, it absolutely sets ight, thus doing away vith rubber gaskets. Is highly polished inside and out. Strong features include release valve is positive in action nd releases the valve automatically when the pressure ears 25 pounds. The wing nuts, are solid brass, nickelplated, and fastened to cooker by lugs which are cast s an integral part of the body. The high steam gauge s first tested by the maker and after it is placed on the ooker is tested to 30 pounds steam pressure. Petcock o release steam is solid brass, nickel-plated, and is large nough to work easily. Edge of cover is accurately nilled at a slight angle which insures perfect steamightness when drawn down by the wing nuts. Convenent lug for tilting the cooker when needed. Another trong feature is the "Drip-Drop," self-baster on the inide of the cover, which is only to be found on the Wagner Steam Pressure Cooker, being patented and conrolled by the Wagner Company. The Colonial pattern f this cooker, is a beautiful piece of workmanship and ts sturdiness and efficiency is only another demonstration f the fine construction and reliability of the Wagner ast aluminum cooking utensils which have proven their alue in every community. Every Wagner Steam Pressure Cooker is provided with three cooking pans made of ast aluminum.

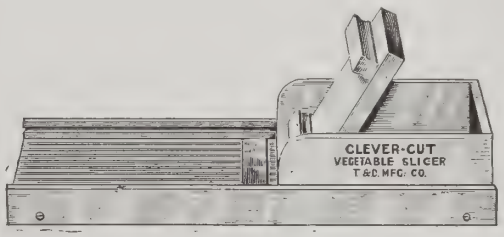


Dependable Time-Saving Washer

With all the speed-up appliances now on the market here is nothing that releases the drudgery of laundry ay so much as a dependable and well constructed washer. A new swinging washer has been put out by the Voss Bros. Mfg. Co., Davenport, Ia. The wooden parts of this washer are finished in natural wood color and metal parts in battleship grey. It is compact, taking only a space of 25½ inches by 29⅞ inches with bench folded down and 25½ inches by 43 inches with bench extended. It is made in three models. The driving mechanism is enclosed in heavy steel cabinet with angle iron reinforcements. Tub is of 6 sheet capacity, made of Louisiana red cypress staves and is slightly raised on one side to insure full drainage. The wringer which locks automatically in four different positions, is all metal with solid aluminum drain board and positive safety release for releasing pressure on rolls. Full directions and information concerning this estimable washer will be furnished by the above concern on request.

Dependable Fruit and Vegetable Slicer

Every woman knows the value of a good fruit and vegetable slicer and one that will give real service during canning season, is a welcome utility in the kitchen department. The "Clever-Cut" fruit and vegetable slicer herewith illustrated, manufactured by the Tucker & Dorsey Mfg. Co., Indianapolis, Ind., is made of clear white maple, hand finished. The following table directions goes on the back of each slicer—"The strained or fluted bed in this



slicer functions in three ways—it reduces the friction, is non-adhesive and prevents the turning or twisting of the fruit or vegetable and consequent injury to the hand or slice. The tempered steel ribbon knife, razor edge, is stretched taut between side rails by tension wing nut on bolt riveted to end of knife, fixing in turn the adjustable bed for the required thickness of cut. The safety sliding box with hinged automatic closing lid rides flush with face of knife insuring a finished operation. The beveled notch in lower end of lid, with lid closed, acts as a drag in reclaiming the last vestige of article being sliced. With lid up, the capacity of the box, for quantity production, is doubled, the lid serving as a shoulder against which the vegetables are piled." Each slice is packed in a sealed box, three boxes in a shipping carton. This dependable slicer is one of the newest acquisitions to the above concern's many products, which has proven its efficiency and sturdy construction, receiving the endorsement of exacting users, who have tested its rapid service and sterling qualities. A real slicer for quick results.

Buyers Everywhere Plan to Attend

the



Among the lines to be exhibited are:

W. C. Owen
Pollyanna Co.
The Steinbeck Co.
C. M. Coopersmith & Co., Inc.
Fo Sing Yuen Co.
W. T. Darden Co.
W. S. Broude Co.
Shirley Studios
Irvin-Smith Co., Inc.
Garland Toy Market
Chicago Society of Art Needlework
Jennings Bros. Mfg. Co.
The Chicago Gift Market
Mueller Bros. Art Mfg. Co.
Industrial Trading Corp.
Schwartz Picture Frame Co.
Regal Art Co.
Smith Metal Arts Co., Inc.
The Tin Decorating Co. of Baltimore
F. B. Tinker
Benedict Mfg. Co.
Will & Baumer Candle Co., Inc.
Karl V. Gambell
Borin Mfg. Co.
Art Lamps Mfg. Co.
D. J. Carver
Master-Craft Publishing Co.
G. U. Gairing
The "Kulpkhrom" Line
Geo. B. Hurds Co.
Colonial Lamp & Fixture Works Co.
Koscherak Bros.
Graham & Zenger, Inc.
Norwood Novelty Co.
Paul T. Barrett
Edward Gross Co.
Hindu Incense Mfg. Co
Henry Amdursky
Russian Antique Co.
N. S. Day Associates
The Prang Co.
Abt-Puls Specialty Co.
Alderman, Fairchild Co.
All Nations Playing Cards Co.
C. W. Allen Co.
Alys Parfumerie
Appleton Studios
U-Neak Dinner Favors Co.
Reuhl Molding Co.

BUYERS should arrange now to be on hand and inspect the lines quickly, conveniently and economically. There will be two floors of exhibits.

FURTHER DETAILS will be given by addressing the Gifts, Artwares and Novelties Assn., 60 W. Washington St., Chicago, Ill.

National Association of Cut Glass Manufacturers' Convention

(*Continued from page* 19)

finish on figured blanks was more to blame than anything else for the falling off of cut glass business and that the adoption of this label or hall mark would do more to restore it to favor than anything else.

Discussing the blank situation it developed that it was a serious one. It seemed impossible for United States firms to secure blanks from abroad yet the Canadian firms had no difficulty in this respect, the excuse offered to United States firms being that they could get better prices in their own country. It transpired that many firms complained about the quality of the glass in the blanks shipped them in part and hoped that the blank manufacturers would exercise more care in the making of the glass, which, after all, was the first essential in making cut crystal wares.

After reading the minutes of the previous meeting and their formal adoption, resignations from the Board of Directors were read from J. W. Robinson of the Libbey Glass Co. and J. H. Fry of the H. C. Fry Glass Co. These were accepted with regrets and the Secretary ordered to so notify Messrs. Fry and Robinson.

To Educate Public Through Ads

L. E. Schneider of the Acorn Advertising Agency said that as the label was to be put into circulation as soon as it could be printed and put into the hands of the firms entitled to it that it be advertised broadcast so that the general public would become familiar with it and it would be established in the minds of the users. He called attention to the National Lead and Paint Co.'s ad in the *Saturday Evening Post, Geographical Magazine* and other magazines and suggested that they be asked to use a cut of label as all goods under it would of necessity contain lead or it would not pass the test of the articles of agreement. He also proposed to have 25,000 circulars printed advertising the new label and supplying them to all makers using the label to enclose in correspondence This was adopted and he was ordered to proceed with their preparation.

At this point it was proposed that the National Lead & Paint Co. should be invited to become an honorary member of the association, which was unanimously adopted. Edward H. Bennett of the Jewelers Circular Marcus T. Lester Pottery, Glass & Housefurnishings Toronto, L. E. Schneider of the Acorn Advertising Agency, C. W. Cooper of Glass Industry and Howard R. Handy of the Pottery Glass & Brass Salesman, F. Calvin Demarest of the Crockery & Glass Journal, were elected as honorary members and thanked for the hearty co-operation they had accorded to the association in its work. Mr. Bennett was able to promise the hearty co-operation of the Crockery and Glass Journal and

(*Continued on page* 34)

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

SOME good sales of dinnerware were reported on the Chicago market last week by the manufacturers' representatives, who believe the after-inventory buying has commenced and will improve as the month progresses. Sales of table glassware, likewise, were on an improved scale during the week past. Many things point to a normal business in this section for the Fall. Taking the country as a whole there were fewer business failures during the past month, there has been an increase in employment, building activities are going in a big way, automobile production has shown a marked increase and lower interest rates are in effect. The dissenting factors now retarding the progress of business as a whole are the national coal miners' strike and the railway strike, as well as the continuation of unsettled financial conditions in Europe. With the two strikes settled, we should again see good business, and with the European tangle unsnarled the country should see real prosperity once again. All of these conditions affect the crockery and glassware trade and are directly reflected in the retail and wholesale sales.

The average daily sales of Sears, Roebuck & Co. showed an increase for June of nine per cent over the corresponding time a year ago. May sales showed an increase of eighteen per cent over the same month in 1921. The total sales for May of this year were over $14,000,000 and for June were close to $11,000,000.

W. C. Owen, president of the Gift, Art Wares and Novelties Association, wishes to call to the attention of buyers who expect to visit the gift merchandise show at the Palmer House, from August 7 to 12, to the fact that the exhibits to be shown under the direction of the association will all be located on the fifth and sixth floors of the Palmer House and that exhibits elsewhere in the hotel are not under the supervision of the association.

R. J. Hamtinghous, manufacturer of artificial flowers, with factory located at 3051 Lincoln Ave., suffered a $10,000 loss by fire on July 12. The building, which was a two-story brick and basement, was only partially destroyed, but the greatest loss was in finished stock on hand and raw material.

The Industrial Trading Corporation, 403 S. Dearborn St., is displaying some attractive importations in art glass, decorated bottles and India engraved brass and wood objects of art. These lines, which apply specifically to the art shops, will be shown at the Chicago Gift Show, Palmer House, August 7 to 12.

Plants of the National Enamelling & Stamping Co., manufacturing kitchen utensils, are running practically at capacity, and the business of the company is reported to be good, with production several weeks behind orders.

E. C. Gilbreath, of Kansas City, Kan., and Hazel Childs, of Wichita, Kan., were among the department store buyers in Chicago last week.

A. B. Cook, wholesale crockery dealer from Cedar Rapids, Ia., was in Chicago during the past week.

L. S. Rosenbaum, Chicago representative for the Salem China Co., spent several days calling on the Milwaukee trade last week.

Wallace Irwin, of Steubenville, and Peter Brady, of the Monongah Glass Co., are spending a vacation with Walter Minnemeyer, Chicago representative of the Hocking Glass Co., at the latter's summer home.

Some of the recent numbers of the Hocking Glass Co., now being shown in the Chicago display rooms in the LeMoyne Building, include a line of blown tumblers and jugs with iridescent, amber or frosted finishes.

The following additional reservations were made last week for spaces in the Gift, Art Wares and Novelties Exhibit at the Palmer House, Chicago, to be held August 7th to 12th: I. Shainin Co., San Francisco, importers; W. H. Eldredge Importing Co., Omaha, Nebr.; Standard Oil Co., of Indiana, to show line of decorated candles, and Hiram A. Jacobs, 322 Hennepin Ave., Minneapolis.

Lee Marion Co., 1219 S. Michigan Ave., received a state charter last week. The company, which will manufacture and deal in novelties, lamps and furniture, is incorporated for $20,000, and the incorporators are Rose Goffin, William M. Tannenbaum and S. F. Mendelson.

The Illinois Retail Furniture Association held its second annual convention last week at the Congress Hotel, Chicago.

A new dish-washing machine for home use will soon be put on the market by the Sani Sink Dish Washer Co., of Chicago. Details of the new housefurnishing device have not been made public. The concern was incorporated for $25,000 under the state laws of Illinois, and offices are located at 2400 Commonwealth Ave., North Chicago. Those interested in the company are C. A. Parliament, Chas. Tueter, E. F. Sedgwich, J. W. Ellis, J. F. Matteson, C. C. Fogarty and W. A. Jordan.

CHICAGO

READY TO SERVE BUYERS OF

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invites you to inspect the following lines.



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Represented in the Middlewest and West by J. E. Boring
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W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Guernseyware, Room 562
COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
Dinnerware, Vitrified Hotel Cooking Ware and Tea Pots, plain and decorated.
Aluminum for special sales and high grade Cut Glass.
"Scout-Runner" with the live center.
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Pottery of Distinction

Plant and salesroom at
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(Convenient suburban service from Chicago)

FRENCH CHINA CO.
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KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE



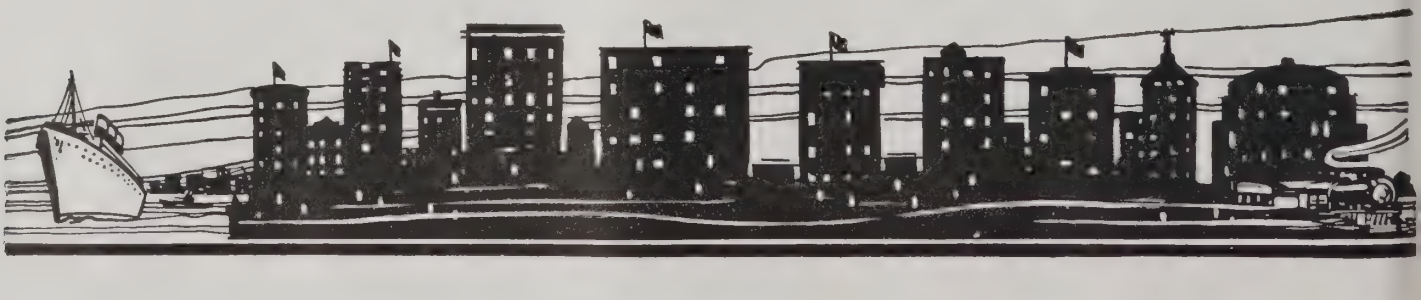
The John S. Ward Co., not Inc.
Room 1508

Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shade

PLATINUM Encrusted China—The Latest
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ESTABLISHED IN 1874 PHONE STUYVESANT 6052

Crockery and Glass Journal

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VOL. 95 JULY 27, 1922 No. 4

AS THE EDITOR SEES IT

THE PROFITEERING RETAILER—ISN'T

FOR many months charges of profiteering in divers forms have been appearing in the press and the public has been pretty liberally supplied with facts purporting to substantiate proof that the retailers of America in general and the department stores in particular, have been exacting an unreasonably large profit in a good many kinds of merchandise. The Chairman of the Ways and Means Committee and Senator McCumber, Chairman of the Senate Finance Committee, have been conspicuously active in denouncing this alleged profiteering. Not content with the statement that many stores are making a profit of 400 to 500 per cent., the Senator from North Dakota has gone one better and asserted that the stores through their large advertising appropriations control the newspapers in their communities. Let us see what these big claims amount to.

IN making his address Senator McCumber illustrated his remarks by displaying a number of articles and he played up with a burst of rhetorical eloquence the "spread" between the foreign cost of these articles and the price which he asserted they were being sold at retail in this country. Now, these claims which have been made so frequently and at so great a length would constitute a very serious charge and show a very grave condition to exist in retail distribution if the facts as stated were true. But the evidence points in the opposite direction. Not only does the Senator from North Dakota show an utter lack of business knowledge but his reasoning is based on the unstable premises of misinformation. While making the assertion that the department stores are gouging the public to the tune of several hundred per cent. profit, it is pertinent to inquire in what quantity these goods were brought in and where they came from. Unfortunately, save in one solitary instance, the Senator failed to do this. And in making a great deal of noisy demonstration in the halls of Congress in his attacks on the retailers, Senator McCumber has displayed such an unexpected degree of ignorance of business conditions and of business methods, that any thinking man is likely to question the accuracy of his data. In point of fact, the 400 or 500 per cent. profit claimed is not profit at all. The spread between production cost and retailing price is not profit, for the simple reason that duty, freight and overhead selling expenses must be figured in the sale of all merchandise and this must be deducted from the retail price to find the actual net profit. But this the Senator failed to do, and as he has hopelessly confused manufacturing costs with gross profits and termed his spread net profit, his examples are not only exaggeratedly untrue but are based upon no business principles at all. Business is business. In figuring the cost of anything, in determining any percentages, it is important to use figures correctly in their proper places. This has not been done and while the result has been highly sensational it has been lamentably unconvincing.

THE report of the Joint Commission of Agricultural Inquiry recently presented has failed to show any such profiteering, but it has set up an ideal which is unfortunately impossible to realize under present business conditions. This ideal way of conducting business to obtain lower prices for the consumer, states that, "Economic distribution of essential commodities cannot be secured on any other basis than that of continuous production in response to continuous demand and a constant movement of products toward the consumer, with a minimum of handling costs between the producer and consumer." All of which we heartily agree to but we are not given anything definite how to bring this about.

To establish this ideal the buying habits of the whole country would have to be changed, which is considerably more than a simple business proposition like figuring net profits. But, and here is the answer that the profiteering retailer—isn't. The commission has figured out that the consumer's composite dollar spent for dry goods, groceries, hardware, etc., last year was 74.48 cents, operating expenses, 24.39 cents and profit 1.13 cents. Thus the conclusion arrived at from the Commission's own figures seems to clearly absolve the retailer from the profiteering charge. What's all the shooting for? And the answer is, political fireworks and a vast fund of misinformation.

Poor Packing Responsible for Heavy Losses of Merchandise in Transit

Small Town Merchants Careless in Returning Goods Big Distributors Claim, But Cause Is Largely Due to Difficulty of Installing Thorough Inspection System in Every Office, Says Traffic Expert After Investigation

MANY merchants have complained of the arrival of a returned express shipment in a badly damaged condition. They have been at a loss to account for the receipt of the merchandise returned in that state, and the question, why do carriers accept poorly packed shipments of returned goods? has often been asked.

In the larger number of instances, it is said, the trouble lies in the lack of careful inspection at the small express offices. Accordingly, J. H. Butler, Manager of the Loss and Damage Department of the American Railway Express Company, has undertaken to show it happens that these returned shipments are often inadequately packed for their journey through the express company's hands. His statement has been issued by the Traffic Group of the National Retail Dry Goods Association, which urges its members to write and give their own experiences and suggestions regarding return express shipments in their respective cities.

In the first place, declares Mr. Butler, let me state that our packing requirements and our instructions regarding the enforcement of them are uniform, and it is the intention to have these instructions complied with as strictly in the small town as in the large city. There are, however, many conditions which work against the actual performance of this plan.

In the large cities, where the bulk of the merchandise by express originates, we have trained forces of men over which we have good control. These men are instructed from time to time as to what shipments they should accept and what they should not. We are further protected by a " tail-gate " inspection as the shipments are checked from the pickup vehicles at the express warehouses or depot offices. Therefore, if a poorly packed shipment passes the inspection of the driver, it is quite likely to be caught by the inspector or checker at the warehouse.

Hence, we see a " perfect package " started from New York City, we will say, to Jonesville, Indiana. Assume that Jonesville is a town of seven or eight hundred people, having a general store which supplies the wants of the people of the town and the farmers in the vicinity. The express agent at Jonesville is the railroad agent. Express is a sideline with him, and he is paid by commission. He is also agent for the Western Union Telegraph Company. He knows practically everybody in Jonesville, and Sam Brown, the proprietor of the general store, is one of his close friends and best express customers.

The New York package referred to reaches Sam Brown in good condition. He opens it up, and decides to return one-half of the lot of goods received. Having no new boxes in stock, he simply puts the goods for return back in the box they came in, secures it in the best way he knows how, scratches out the marks on the shipment and re-addresses it to the original shipper. He takes it over to the railroad station, places it on the express truck, goes to the agent and says, " Jimmie, I've got a package for express going to the Wide-Awake Company, New York City." The agent glances out of the window, sees the package, and gives a receipt for it. In doing so, obviously he has not complied with all of the instructions of the company and he has not watched closely all of the Classification Rules. But let's be real practical and try to visualize what actually happens not only at Jonesville, but at many other offices where conditions are the same.

It cannot be charged that the express agent is underpaid for the work he does, because the commission allowances are quite liberal as a rule. The express business at such offices is comparatively small and fluctuates to an extent that it would be difficult, if not impossible, to pay equitably on a salary basis. There is not enough express business at these small offices to warrant the employment of men exclusively to handle express shipments. It is to the public interest for the express company to maintain agencies wherever they can reasonably do so, and it can be readily understood that it is not possible to have the work conducted with the same degree of refinement at all of these smaller offices as is business at the larger cities where exclusive express employes are maintained.

However, let it be said to the credit of the average railroad agent that he does handle express well and endeavors to follow instructions and protect the company's interest. I do not mean to convey the impression that all returned

shipments are accepted without inspection. I do say, however, that careful inspection is impracticable, if not impossible, without serious delay to the shipment.

To correct this trouble, we have a system of notices whereby the shipments reaching our bad order rooms, or which are received in otherwise than in good condition, are reported back to the origin so that the attention of the agent is called to this failure to comply with instructions.

Finally, posters, pamphlets and bulletins emphasizing the importance of close scrutiny of returned shipments are frequently issued in an effort to maintain a uniform compliance of the classification rules by the 25,000 agents and 125,000 employes, scattered all over the United States and Canada.

Business Outlook Good, Says N. R. D. G. Association

Improved conditions in the retail selling field for the second half of the current year are expected by the National Retail Dry Goods Association. In its regular monthly survey of trade conditions the Association says: A comprehensive survey of business conditions during the first half of 1922 demonstrates marked betterment over the corresponding period of 1921, and indicates improvement for the remainder of the year.

The outstanding feature of the trade is re-established confidence, which appears universal and, excepting in local areas directly affected, discounts apprehension of serious setbacks from strikes, as it also discounts depressing forecasts from Europe. Notwithstanding the possibilities of long continued idleness on the part of 1,250,000 workers of all occupations on strike at the beginning of July, the attitude of business is that the readjustment is at hand which has been inevitable since the end of the war, and the nation is prepared for it.

Retail sales showing gains over last year have been largest in the North Atlantic, Middle Western and Pacific Coast States, the last named section having had a May sales volume of 15½ per cent. above that of May, 1921. Greatest gains in sales were made by department stores, where the index figure for May, 1922, was 121.1 per cent., as against 113.6 per cent. for April and 112½ per cent. for May, 1921. Sales of mail-order houses, down in April to 77 per cent. as compared with 1919, dropped to 69.4 per cent. in May. Chain stores, previously making marked advances over 1919, show several declines. The shoe chain stores fell off more than 29 per cent.

How's Business?

Trade and industry was beginning to show a marked acceleration when the coal strike retarded matters and to further complicate the situation the railroad strike has been added to the burden which business is carrying. With but part time operation of the mines and with the carriers operating on inadequate schedules, business has naturally suffered considerably. It is not surprising, therefore, that business conditions are irregular and that the effect of strikes is impeding the business recovery to offset much of the gains made in previous months. Despite this hold up by the strikers who apparently do not hesitate to strangle industry as a means of winning, encouraging progress is continuing in many quarters although general reports are less uniformly favorable and the immediate outlook is more or less uncertain. In their current survey of business Bradstreet's reports that optimism is still expressed despite the fact that strike uncertainties is holding Fall buying in check.

In the East

In New York trade is improved and all divisions of business are conceded to be fair. In crockery and glassware, the railroad strike has slowed up sales by delaying shipments but there is quite a little activity in seasonal glassware, such as fountain glass and preserving containers. Lighting glassware is fairly good and the aluminum ware market is very active and considerable ware is being received from French and Belgian manufacturers. In the housefurnishing trade considerable buying is looked for by the latter part of August, when the Fall season will begin. Retailers' stocks are now rather light and as prices are now stiffening this is believed to afford a good stimulus for early buying in comparatively large quantities. Boston reports that department stores are doing a fair business and that business shows an upward trend with collections fair. In Philadelphia retail trade is fair, building active but collections are slow. In Pittsburgh general business continues quite active in spite of the coal and rail strikes but trade in mining regions is falling off and collections are slow. Buffalo reports that retail and department store trade is active in spite of the street railway strike which has continued since July 3.

In the West

In Chicago industry and trade is seriously retarded by strike conditions, and while retail trade is fair wholesale trade lacks snap and the lessened numbers of buyers reflects hesitation in purchasing. Cincinnati reports that retail trade is fair but all business is affected by the rail strike but collections are fair. In Cleveland midsummer quiet prevails in retail trade, manufacturing and industry are fair but collections are slow. In Detroit retail sales are fair for the season and the auto industry is continuing active with several of the biggest producers operating at capacity. Kansas City reports that retail trade is fair, but country stocks of merchandise are below normal in every line. Crops are progressing favorably but collections are backward. St. Louis reports that retail trade continues active, that mail orders have been unusually heavy, indicating that country merchants are turning over their stocks. Crop prospects are good with wheat about threshed and collections are fair. In Minneapolis retail trade is fair, being helped by unusually large tourist trade; building is active, crop prospects good and collections fair. St. Paul reports that trade is about normal and crockery and glassware business is improved and collections are growing better. Des Moines reports that retail trade is fair, building active, but storms are delaying har-

vesting crops and collections are holding up fairly good. Omaha reports that trade is fair, building active, manufacturing fair and unemployment very small.

In the South

In Baltimore strikes are beginning to slow down business but retail trade is fair, crop prospects good and collections fair. Louisville reports that department and retail stores report fair business, building is active and about the normal number are employed. In Charleston trade is fair, lumber and cotton mills active, crop prospects poor and collections fair. Memphis reports that trade is fair, rents on the decline, crop prospects fair but collections backward. Nashville reports that trade is rather quiet, residential building active, crop prospects good but collections slow. In Birmingham trade and manufacturing are quiet, crop prospects fair and collections fairly good. Dallas reports that retail trade is good and good fall business is expected, crop prospects good and collections fair. In Waco trade and industry are fair and collections slow. New Orleans reports that retail trade activity consists largely of bargain sales; crop prospects are good but collections continue slow.

On the Pacific Coast

In San Francisco retail trade is good, the rail strike having little effect so far on business, fruit crop prospects are excellent and collections are good. In Portland, Ore., trade is fair, dry weather has shortened crops and collections are slow. Seattle reports that trade and industry has shown considerable progress in first half of year, crops need rain, and while prospects are good collections continue slow.

In Canadian Cities

In Montreal trade is fair, industry quiet but mail orders show improvement over last year. Canada's export trade for June shows increase of over 13 million compared with same month of last year. Collections continue slow. Winnipeg reports that trade and industry are quiet, crop prospects above average but collections continue slow.

Exports of Glassware

Domestic Exports from the United States by Countries for May, 1922

Countries	Table (bottles, vials and jars)	Table glassware	Lamp chimney lantern globes	*Lamps & other illuminating glass
Azores & Madeira Is..	—	—	—	$119
Belgium	$204	$656	—	—
Denmark	—	—	$110	—
Germany	2	—	—	—
Greece	118	—	—	—
Italy	—	—	—	438
Netherlands	290	—	—	—
Norway	60	—	34	—
Spain	764	661	—	—
England	33,705	22,191	2,131	21
Scotland	2,109	1,404	283	—
Canada-Maritime Prov.	400	950	381	12
Quebec & Ontario ..	64,486	15,861	4,265	857
Prairie Provinces ...	7,053	1,066	341	146
Brit. Columbia & Yukon	10,316	581	131	142
Brit. Honduras	—	129	—	89
Costa Rica	942	128	—	23
Guatamala	836	877	—	74
Honduras	2,481	1,768	—	114
Nicaragua	50	48	—	24
Panama	1,130	1,100	135	500
Salvador	270	301	—	56
Greenland	—	—	—	125
Mexico	18,160	11,202	1,022	9,376
Newfoundland and Labrador	1,136	134	—	1,420
Bermuda	379	404	—	190
Barbados	11	185	—	88
Jamaica	433	159	—	245
Trinidad & Tobago ...	437	128	—	211
Other Brit. West Ind..	4,774	584	—	178
Cuba	16,396	20,324	237	4,938
Dominican Republic ..	46	124	—	31
Dutch West Indies ...	—	44	—	80
Haiti	—	724	109	89
Virgin Islands of U. S.	78	369	—	36
Argentina	2,469	4,988	—	507
Brazil	20	263	—	57
Chile	177	—	—	—
Colombia	2,362	3,919	32	537
Ecuador	375	—	—	201
British Guiana	134	—	—	101
Paraguay	168	—	—	—
Peru	362	1,137	—	1,048
Uruguay	531	451	—	—
Venezuela	358	489	145	87
Aden	—	—	—	33
British India	2,500	—	—	224
Straits Settlements ...	536	85	135	34
China	1,891	1,400	280	163
Chosen	—	70	—	—
Java & Madura	—	—	—	121
Far Eastern Republic .	—	621	—	538
Hongkong	22	—	36	—
Japan	1,390	59	1,466	4
Kwantung, leased territory	11	—	—	—
Greece in Asia	96	—	—	—
Palestine & Syria	22	—	—	—
Philippine Islands	1,831	22	817	1,176
Australia	3,614	17,290	220	2,566
British Oceania	—	—	—	13
French Oceania	138	46	—	80
New Zealand	12,104	1,969	—	586
Other Oceania	—	—	—	37
Brit. West Africa	128	—	—	228
Brit. South Africa ...	3,801	1,307	247	607
Brit. East Africa	—	—	—	91
Egypt	—	—	—	6
Portuguese E. Africa.	153	15	—	6
Other Portuguese Africa	—	168	—	—
Total	$202,259	$116,401	$12,557	$28,673

* Not including globes and shades.

Parker Co. Rushing Work on New Building

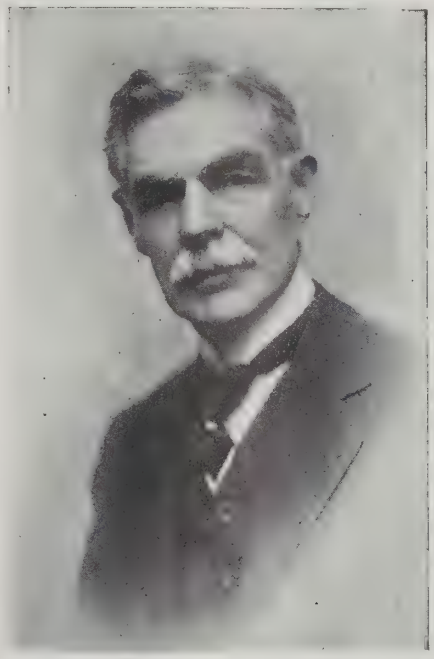
The work of constructing the new building to house the M. L. Parker Co., Davenport, Iowa, is now proceeding so smoothly that it is expected to have the building completed by November 1. The company reports that a gratifying response is being received to the offering of $150,000 worth of stock in the new store to its customers. "I would consider 1,500 owners of one share each of stock in the store to be the best asset we could have," said M. L. Parker. "It is not the money so much as the good will of the people we want." About 93 per cent of the stock in the Parker store is held by the present management, and the common stock will remain in its control and insure the continuance of the same efficient management as heretofore. The expansion of the company's business and the erection of the new building is a natural phase of the growth of this forward looking store, of which A. E. Simmons is the merchandise manager and F. J. Bode buyer of the housefurnishing departments.

Glass Manufacturers Hold 46th Annual Convention

American Association of Flint and Lime Glass Manufacturers Meet by the Sea to Discuss Many Important Phases of Glass Industry—Special Speaker Makes Optimistic Address On Business Outlook

THE forty-sixth annual meeting of the American Association of Flint and Lime Glass Manufacturers convened at the Marlborough-Blenheim Hotel, Atlantic City, N. J., last Friday afternoon, July 21, with an attendance that was not quite as good as usual. This was not due, however, to any lack of interest, but rather to the time of week it was held, for to have reached there in time, it necessitated most of the manufacturers having to break into their week's work by leaving their homes on Thursday, instead of Saturday or Sunday, as has been their custom in previous years.

The meeting was called this year on Friday instead of Monday, in order that the wage conferences could be started promptly on Monday morning. President of the Association Marshall W. Gleason, of the Gleason-Tiebout Glass Co., Brooklyn, called the meeting to order promptly at 2:30 o'clock. His very interesting opening address, which was followed with close attention by the members of the association, was as follows:



MARSHALL W. GLEASON
re-elected President American Association of Flint & Lime Glass Manufacturers.

President Marshall W. Gleason's Address

American Association of Flint and Lime Glass Manufacturers.

Gentlemen:

"It is indeed good to be back here, looking once more into your familiar faces. After all, old friends are best.

"For many years I had looked forward to take the cruise to the Mediterranean, the Holy Lands and Egypt, and I would not have missed it for anything. And while I found most fascinating the constantly changing scenes and the almost bewildering succession of strange sights, it all made me realize more keenly than ever before that there is no spot on earth quite so fine as the good old U. S. A., and, being away from my accustomed activities, made me understand more clearly than ever before how much all you men and how much association with this body means to me.

"As I look about, some familiar faces are missing, and it is fitting that we give a moment's pause in memory of Colonel Heisey, Alexander Patterson, and others of our number who may have died during the year. One by one we disappear into the mystery and the larger opportunities of the future.

"The year just passed has not been a very happy one either for the glass manufacturers or for our faithful workers. Orders have not been very plentiful and, as a result, our factories did not run full time, and that has meant many days of idleness for the workmen. Like Lloyd George, we have found our relief and recreation in changing about from one kind of trouble to another, and we must look forward to ever new troublesome complications and vexatious problems that at the time seem almost insurmountable. Nothing ever gets settled finally. In this life we never cease to suffer growing pains as our industries expand and our civilization grows more complex. We would not want it otherwise. Ours would be a very stale and uninteresting existence if we did not have a few difficulties to make things interesting. We must take our troubles philosophically and meet our problems as they arise, calmly and with confidence.

"It is not to be wondered at that business has not been good when we stop to consider the terrible condition of affairs in Europe. I need not tell you of the deplorable situation in Russia. Conditions in Germany and in Austria are very bad, and even in the countries victorious in the late war business conditions are far from satisfactory. Permanent improvement in our own affairs here in America cannot take place until there has been improvement on the other side of the water. The wisest minds in all the world are giving constant thought to solving the troubles of the European nations, and I am confident that success will crown their efforts and that the time will soon come when the whole world will gradually be restored to more normal and hopeful conditions.

"The fuel problem is always a burning question among glass manufacturers. During the war period we had more than our share of worry in this direction, often not knowing what the morrow would bring forth, and now to complicate an ordinarily uncomfortable situation comes the great coal strike, which if too long continued will necessitate the shutting down of many of our factories. I am hopeful, however, that the good sense and patriotism of the coal miners and the operators will prevail and a settlement will be made that will be fair to all.

"To me the strike is one of the most terrible features of modern industry. On July 10th the National Indus-

(*Continued on page 21*)

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

ONE of the buyers visiting the New York market this week was F. V. Zug, manager of the china, glassware, housefurnishing and lamp departments for Kaufman's, Harrisburg, Pa. Mr. Zug, who left for home on Wednesday, was here placing orders for the opening of his departments in the concern's new store, the formal opening of which he expects to take place about September first. These departments in the new store will be several times larger than they were in the old store. Mr. Zug spent his time this week buying lamps, but will return next week to make purchases for his other departments. He also buys for the dry goods, carpet, rug and upholstery departments and altogether is kept decidedly on the move.

James B. Boote of Edw. Boote, the well known English importer, returned aboard the *Majestic* on Tuesday from a several weeks' visit to the potteries in England which the concern represents in this country.

"Jack" W. French, traveling representative for John Davison, Inc., returned to headquarters last Friday after making a trip through Canada, covering the territory usually made by William J. Noble, who has been ill for the past two months.

Frank Fleischman, buyer for I. Freimuth, Duluth, Minn., J. G. Paulette, buyer for Miller & Rhodes, Richmond, Va., Ernest Merrill, buyer for the New England Furniture & Carpet Co., Minneapolis, and Oswald Clayton, buyer for the M. E. Blatt Co., Atlantic City, all witnessed the ceremony at the Century Theatre on Wednesday night when Charles A. Postley became a shriner in Mecca Temple.

Miss M. E. Ward, buyer of china, glassware and lamps for the Daniels & Fisher Stores Co., Denver, Colo., was a passenger aboard the *Majestic* which arrived in port on Tuesday. She had been abroad for several weeks on a buying trip. Accompanying her on her return was Mr. Trott, a member of the firm, and Mrs. Trott.

N. E. Lee, assistant sales manager of the Nonik Glassware Corporation, left on Monday for Philadelphia, where he conferred with the concern's representative in that city, Paul L. Larson. Mr. Lee also took the opportunity while there of calling on a number of his friends in the trade. After leaving the Quaker City, Mr. Lee will visit Wilmington, Trenton and Atlantic City, before returning home.

Joseph Bason, who recently assumed the buyership of the china, glassware and housefurnishing departments of the Palais Royal Store, Washington, D. C., is in New York this week on his initial buying visit to the local market for the concern. He is well pleased with his new connection and reports his departments are doing a thriving business.

The Ideal Cut Glass Co., Canastota, N. Y., will have many new items of interest in their line when F. L. Morecroft of the concern opens their exhibit in room 362 of the Hotel McAlpin for the month of August. A feature of the display will be specials in staple lines for sales purposes, an attractive showing of five dollar retailers, Dollar Day specials, special barrel assortments for jobbers, in fact, it is a line throughout that the enterprising buyer cannot afford to miss.

R. L. Tignor, Eastern and Canadian representative for the Zane Pottery Co., South Zanesville, O., will open up a display at the McAlpin Hotel on August 1st, for the entire month. He will have a variety of new offerings in vases, bowls, candlesticks, jardiniers, etc., in many new plain color and mottled effect glazes. One of the novelties will be a door stop showing a life size reproduction of a cat in mirror black with green eyes. There will also be a complete line of mirror black vases for lamp mounts.

A postcard received at the office of the CROCKERY & GLASS JOURNAL, from A. Weber, office manager for Herman C. Kupper, postmarked Stoke-on-Trent, stated that he had experienced two straight weeks of rain and such cold weather that to be consistent he had abandoned his straw hat for a new English felt. He expects to return home about September first.

S. A. Weller Incorporates

The well-known pottery manufacturer, S. A. Weller, Zanesville, O., recently incorporated the business under the laws of the State of Ohio, with a capital of $750,000, fully paid. Mr. Weller's idea was to put the business on a co-operative basis, giving certain old employees and heads of departments an opportunity to participate in the profits of the business, and also to insure its perpetuation by men who have been identified with it for years. He will continue as usual in the active management of the business. A special feature of the new incorporation will be the use of each of the three plants of the concern for the specialization of certain kinds of ware. For instance, No. 1, known as the Putnam Plant, will be used for high-grade bric-a-brac; No. 2, or the Marietta Street Plant, will be used for making brown and white cooking ware and yellow bowls; and No. 3 for glazed jardinieres and

umbrella stands. All the plants are located in Zanesville.

The officers and stockholders of the corporation are: Samuel A. Weller, president and general manager; Harry A. Weller, vice-president; Jos. T. Bagley, secretary; Fred J. Grant, treasurer; and Edgar E. Bagley, assistant secretary and assistant treasurer.

The Directors are: Edgar E. Bagley, Frank E. Weller, Wm. C. Hughes, Walter J. Gitter, Edward R. Jones, Paul M. Phillips, and Chas. H. Taylor. All of the officers and directors are connected directly with the factory with the exception of Paul M. Phillips and Chas. H. Taylor, who are Boston and New York representatives, respectively.

Maddock & Miller and Herman C. Kupper to Move Soon

Maddock & Miller, Inc., now at 54 Murray Street, importers of English wares, and Herman C. Kupper, 52 Murray Street, importers of Ahrenfeldt French China, are busily engaged making preparations for their removal to the Miller-Kupper six story building, 39-41 West Twenty-third Street, and 20 West Twenty-fourth Street, about August 15th.

That portion of the building which these well known importers will occupy is now in the hands of a large force of workmen, who are practically building it over anew inside, to suit the purposes of the new tenants, in fact, it has been entirely remodeled throughout, for the various firms in the china and glassware business whose showrooms are located there, and when fully completed it will be one of the most modern and up-to-date buildings on Twenty-third Street.

Both firms mentioned will jointly occupy the store floor and basement, while the second floor will be used by Maddock & Miller and the third floor by Herman C. Kupper.

They are now planning salesrooms that will set new standards for beautiful displays and general convenience for the buyer.

Enthusiasm Grows as Outing Day Nears

Considered by many as the big event of the season, the annual summer outing of the Pottery, Glass and Brass Salesmen's Association to be held at Duer's American House, College Point, L. I., Saturday, August 5th, is going over big. Tickets are selling particularly well and Secretary Charles A. Pastley has just received a letter from Billy Lynch of the Taylor, Smith & Taylor Co., East Liverpool, O., that he will be on hand with ten or more buyers. So, if you haven't a ticket as yet, why not follow the example of 150 others and secure a bid for a day's hearty pleasure?

Two Pennsylvania Stores Change Hands

One of the largest building deals which has taken place in Erie, Pa., for many years was closed recently when C. E. Metzger and other local capitalists purchased the interests of C. H. Jerome and Clifford Smith in the Smith, Metzger, Wright department stores of Warren, Pa., and Sheffield, Pa. These are the two largest stores in this section of the State and the amount invested is approximately $1,000,000. C. E. Metzger is president of the new firm, W. W. Wright, vice-president and treasurer, and the directors include C. E. Metzger, W. W. Wright, W. P. McClure, L. M. Nichols, A. N. Bowen, A. R. Smart and K. M. Andrews.

Buyers in New York

JULY 20, 1922.

H. K. Lacey, lamps and gift novelties, Stickley-Brandt Furn. Co., Binghamton, N. Y., Pennsylvania.

A. I. Spilker, toys, Lederer Co., Chicago, Ill., 370 7th Avenue (Munzer-Mann Co.).

C. A. Bland, toys, Newcombe-Endicott Co., Detroit, Mich., 200 5th Avenue, Room 1150.

Mrs. Van Valkenberg, gift shop articles, Herpolsheimer Co., Grand Rapids, Mich., 1170 Broadway (Morgan & Ahrens).

Miss M. W. Clark, toys, M. E. Blatt Co., Atlantic City, N. J., 23 East 26th Street, care Mdse Reporting Co.

W. W. Bechtold, toys, M. T. Garvin & Co., Kansas City, Mo., care Ben Levis, 37 West 26th Street.

P. H. Johnson, toys, Hayden Bros., Omaha, Neb., care Kirby Block & Fisher, 352 Fourth Ave.

L. A. Dempsey, lamps, McCreery Co., Pittsburgh, Pa., 23 East 26th St.

J. A. Harth, china, housefurnishings and toys, Pelletier Co., Sioux City, Iowa, care A. Fantl, 116 West 32nd St.

Gus Taylor, toys, Albert Steinfeld & Co., Tucson, Ariz., 105 Grand St.

G. Leh, housefurnishings and toys, H. Leh & Co., Allentown, Pa., Pennsylvania.

J. Samuels, lamps, J. Samuels, Boston, Mass., Imperial.

R. J. Orr, toys, china and housefurnishings, Hager Bros., Lancaster, Pa., 23 East 26th St., Mdse. Reporting Co.

JULY 21, 1922.

R. E. Mater, house furnishings, Brager of Baltimore, Baltimore, Md., care John Biggins, 333 7th Avenue.

J. C. Dunwoody, house furnishings, Chamberlain-Johnson-DuBose Co., Atlanta, Ga., 56 West 35th Street (Wm. Van Buren).

Miss Sweitzer, lamp shades and gift shop goods, Walker Bros., Salt Lake City, Utah, 23 East 26th Street (Mdse Reporting Co.).

JULY 24, 1922.

J. Hertzberg, house furnishings, china and glassware, S. Kann Sons Co., Washington, D. C., 432 4th Avenue.

Miss J. C. Bunwoody and Palmer Jonson, house furnishings, Chamberlain-Johnson-DuBose Co., Atlanta, Ga., care W. Van Buren, 56 W. 35th Street.

Emil A. Saenger, toys, Emil A. Saenger, Buffalo, N. Y., McAlpin.

F. V. Zug, house furnishings, Kaufman's, Harrisburg, Pa., care Baer & Lilienthal, 1150 Broadway.

JULY 25, 1922

Emil A. Saenger, toys, Emil A. Saenger, Buffalo, N. Y., McAlpin.

L. J. Wagner, toys, E. A. Kennets, lamps, J. N. Adams Co., Buffalo, N. Y., 16 West 39th Street.

H. C. Hall, housefurnishings, Wm. Hengerer & Co., Buffalo, N. Y., 16 West 39th Street.

Miss B. Prager, gift shop novelties, Sanger Bros., Dallas, Texas, 19 East 24th Street.

L. Benedikt, housefurnishings, china, glassware and crockery, Mendel's, Inc., New Haven, Conn., care Baer & Lilienthal, 1150 Broadway.

V. E. Weaver, gift shop goods, Pelletier Co., Sioux City, Ia., care A. Fantl, 116 West 32nd St.

H. S. Wallerstein, housefurnishings, crockery and glassware, The Weisberger Co., Richmond, Va., 37 West 26th St., Pennsylvania.

J. Bason, lamps, china, glass and housewares, Palais Royal, Washington, D. C., 220 Fifth Ave. (F. Atkins).

JULY 26, 1922

W. W. Dodge, glass and housefurnishings, J. G. Meyers Co., Albany, N. Y., 220 Fifth Ave. (F. Atkins).

(*Continued on page* 31)

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

WITH a praiseworthy record of seventeen years without a break M. K. Zimerman, representative of the Crockery and Glass Journal in the East Liverpool and Pittsburgh districts, was taken to the hospital a few days ago. While " Zim's " condition is not regarded serious and an early recovery is confidently expected, it will be several weeks before he will be able to get back on the old job. In the meantime we will do our best to cover the pottery and glass factory fields, but as Mr. Zimerman is particularly well qualified to handle the news of these very important manufacturing districts we hope our readers will overlook our shortcomings until our correspondent is again able to take up the pen.

The Watts Pottery Co., Crooksville, O., incorporated recently at Columbus with a capital of $50,000 by C. L. Dawson, Harry Watts, Tom Watts and Marion Watts, has purchased the plant of the old Burley Pottery Co., which has been idle for some months and are planning to begin manufacturing a general line of stoneware on August 1. It is planned to market the output through the American Clay Products Co.

After the seasonal shutdown during the first part of July, the Newell, W. Va., plant of the Edwin M. Knowles China Co. has resumed operations.

The annual picnic of the employees of the Limoges China Co., Sebring, O., held at Sevakeen Lake has been reported as a very enjoyable affair and included a ball game, athletic contests, and a jolly dance during the evening.

George W. McNicol, representing the Potters' Cooperative China Co., has returned to Chicago after a visit to the factory.

The first unit of what is planned to form one of the most complete modern potteries has been formally opened by the Onondaga Pottery Co., Syracuse. The new addition is on a plot of 320 acres and is still in process of completion, and when present plans are finished the plant will have 17½ acres of floor space devoted to the production of Syracuse china.

With conservatives ruling, the convention of the National Brotherhood of Operative Potters, held at Atlantic City—rejected by a good majority resolutions dealing with wages and working conditions. While it is forecasted that some increases will be asked in the general ware branch, nothing of a radical character is looked for in the future.

Jacob Kohnfelder, buyer of china, glassware and housefurnishings and toys for the Kaufmann & Baer Co., and bride are now at home to their friends at 5526 Wilkins Avenue, Pittsburgh.

Hutchins Not to Leave Operative Potters

The executive board of the National Brotherhood of Operative Potters at adjournment of its short session at Atlantic City last week announced that Frank H. Hutchins of Trenton, N. J., for 22 years an officer of the organization, had been prevailed upon to continue with the potters.

Mr. Hutchins will be retained in an advisory capacity at the same salary. He will be in the same office at Trenton with George H. Cartledge, former fifth vice-president, who succeeded Hutchins as first vice-president when the latter declined to run for re-election and offered his resignation to become effective August 1.

The new office is not elective and runs indefinitely. Hutchins is regarded as one of the best informed men in the trade and his loss would have been keenly felt, particularly this year with the all-important conferences in the general ware and sanitary branches. He enjoys an enviable confidence of both his own men and manufacturers, and every pressure was put to hold him.

Sebring Co. to Increase Capacity to 63 Kilns

With the Saxon China Co. and the Limoges China Co., at Sebring, O., contemplating the erection of three additional kilns at each plant in addition to three new decorating kilns at the Saxon and two more at the Limoges, the combined Sebring interests will soon be listed as the largest single generalware producing interest in the world.

This will be accomplished when the new seven tunnel kiln plant of the Sebring Pottery Co. is placed in operation near Sebring. Inasmuch as a one glost and one bisque tunnel kiln is equal to a nine kiln plant, and seven kilns are to be built, this one new plant will have an output equal to 63 kilns of the old style of construction.

With this production added to the six new kilns proposed between the Saxon and Limoges, the output of the Sebring district will be equal to 135 kilns.

With this kiln capacity under one community interest, the second largest producer, the Homer Laughlin China Co., with 78 kilns, will then be located in the East Liverpool district, while the third will be the W. S. George Pottery Co. It must be considered, however, that the kilns in the Sebring territory are not under one management, but combined, the district will lead the world in possible output.

Glass Manufacturers Hold 46th Annual Convention

(*Continued from page 17*)

trial Conference Board stated that about one and one-quarter million men were idle as a result of strikes. This represents a loss of approximately ten million man-hours of work each day, and the evil is contagious like a pestilence—' each day more and more persons engaged in secondary or allied industries, depending on the major industries, are thrown into involuntary unemployment.' When will we learn to conduct our affairs so that such terrible losses and the resulting inconvenience will no longer be visited upon our people? I do not think you quite realize it, but we men in the glass business set an example for all industry, not only here in America but the world over. The possibility of industrial peace lies only in some such plan as we have been following for many years. I refer to our Annual Conference between the workers and the manufacturers at which all difficulties are adjusted and all our little quarrels settled in a friendly way without even the possibility of a strike being considered by either side to the controversy. To me one of the saddest things in life is the inability of men to work together in harmony and in mutual helpfulness, but the world does not seem to have been organized that way. Even brothers and sisters often fail to get along peacefully together, and I have even known of cases where man and wife disagreed, so that perhaps we manufacturers and workers ought not be discouraged if once in a while we get into a little argument over what, after it is passed, seems to have been a very trivial thing, not worth talking about.

" I do think, however, that all the men in the glass business, both workers and manufacturers, are to be congratulated on not having had a general strike in 34 years. How much more sensible and manly when we cannot agree, to keep on working until a settlement is finally arrived at instead of pouting and refusing to play together any more, for all the world like little children quarrelling over the possession of a toy.

" The Tariff question is another one of our problems that has been constantly before us during the past year, and I am indeed sorry to report that after the most devoted efforts on the part of some of our members, and even in spite of the most helpful co-operation from Mr. Clarke, President of the Workers, certain branches of the glass industry have lost out completely in their efforts to secure adequate tariff protection. Lighting glassware especially suffered the most. Through some awful blunder, electric lamp bulbs were transferred from their original position in the Tariff Bill into the lighting glassware schedule.

" This seemed to condemn the whole paragraph in the eyes of certain Senators, who cannot get it out of their heads that a certain large company (who uses most of the lamp bulbs) is a wicked trust. Many hours of debate were devoted to detailed explanations of the iniquities of the lamp trust, and by the time they got through confusing lighting glassware with electric lamp bulbs it is a wonder that products of that kind did not get put on on the free list. As you all know, most of the bulbs are made by machinery and the labor cost is very low, whereas lighting glassware is mostly hand made and the labor cost is very high. I am in hopes that when the Senators realize what a great injustice has been done by putting lighting glassware in with lamp bulbs that the error will be rectified and adequate protection afforded to that branch of our industry.

" After the Tariff Bill has become a law it is going to be too late for any of us to make complaint about the Tariff, so that it behooves us all, if we are in any way dissatisfied with the protection granted, to make complaint now or forever after hold our peace.

" In studying and analyzing the discussions in Congress on the Tariff question, I have been greatly impressed with the importance placed by some of the ablest men in the Senate upon the report made by Mr. Clarke, President of the Workers, and Mr. McCreary of the Phœnix Glass Company, on their recent trip to Europe to investigate conditions in the glass industry on the other side. This is most gratifying and should convince us all that co-operative effort of this kind, when occasion requires, is sure to produce desirable results for all of us. And should it be necessary for us at any time in the future to join in any united effort for the benefit of all, I am hopeful and also confident that the response will be immediate and unanimous.

" And now I come to what I consider the most important subject before us. After the most careful study of

(*Continued on page 22*)

Buyers, Important!

Our new line of hand painted table and boudoir lamps will be on display in

Room 322
Pennsylvania Hotel
New York

July 31 to August 12

Our sales representative, Mr. F. L. Monroe, will be in charge.

We cordially invite your inspection.

The Jefferson Company
Follansbee **West Virginia**

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. ZIMERMAN, REPRESENTATIVE

PRODUCTION of table and ornamental glassware is continuing on practically unchanged schedules and while prices are steady they are not expected to be advanced. The market is considered by those well informed in the trade to be in a healthy condition and while orders are not large enough to insure capacity operation, the factory output is conceded to be satisfactory and to exceed the output of last year. Retailers stocks are still low and most of the ware shipped during the past six months has been passed on to the consumer.

The Hazel-Atlas Glass Co. has closed down one of its tanks at the Grafton, W. Va., factory for repairs which will consume about two months.

Victor G. Wicke, president of the Imperial Glass Co., Bellaire, O., accompanied by Mrs. Wicke who recently left for a trip abroad, is now in Germany.

For the purpose of dealing in and manufacturing glassware, the Ingram Closure Co., has been formed at Wheeling, W. Va., with a capital stock of $6,000 by A. F. and H. S. Brady. The new company is closely identified with another glass manufacturing concern in the Wheeling district, it is said.

On account of increased demand, the Bellaire, O., Bottle Co. is now operating its plant on three shifts.

According to reports received by the glass trade here from the United States Bureau of Standards, the United States is now producing a better grade of chemical glassware than was ever imported. Exhaustive tests have been conducted by the bureau along this line during the last fiscal year.

Those glass manufacturers who feature automobile lenses for both front and rear use on cars, are interested in the result of investigations now being conducted by the United States Bureau of Standards with reference to the proper illumination of registration plates on automobiles and the efficiency of various forms of tail lights.

This is an important matter, since the general subject of the color, position, etc., of tail lights is now receiving considerable attention throughout the country. The bureau is also engaged on work covering automobile headlights with the idea of aiding in the unification of state laws governing these appliances.

Glass Manufacturers 46th Annual Convention

(*Continued from page 21*)

all the conditions, I am convinced we should all, manufacturer and worker alike, join in an effort for lower prices. It is going to be better for us to build up our industry on the solid rock of lower selling prices than on the treacherous quicksands of inflated value.

"No industry can prosper if its factories are running only part time. The moment a factory shuts down six months out of a year manufacturing costs are almost double, and it does not help the workers any to have a high wage if they are idle a good part of the time. If we inflate our costs and selling prices it means that sooner or later, even if business becomes brisk, we will subject ourselves to a flood of foreign glassware. The importing interests and the foreign manufacturers are loud in their predictions that the proposed tariff will raise prices to the consumer. They do not hesitate to say that we are all parties to an unholy conspiracy to gouge the public with excessive prices the moment the new Tariff Bill becomes a law. They do not explain that a low tariff will turn the American market over to the foreigners, and that this means smaller production in the American factories, higher costs, and necessarily higher selling prices, with resulting stagnation in the industry.

"We glass manufacturers know that an adequately high tariff gives us all the assurance of a market right here at home for 100 per cent. production, and the moment we can operate full blast, lower manufacturing costs automatically result and we are enabled to lower our selling prices and at the same time give employment to more people. Prosperity for both manufacturers and workers follows inevitably.

"Please do not misjudge me. I want to see our workers get a fair and adequate return. This whole question of wages, manufacturing costs, and selling prices is an economic one. We are all—worker and manufacturer alike—at the mercy of economic forces too great for any or all of us to control and too complicated even to understand clearly. But this I know—we are all in the one boat together, and what helps one will help all. In mutual helpfulness and sympathetic understanding lie the promise of a bright future and our entire industry. Let our union workers enter into the spirit of this suggestion and let manufacturer and worker pledge to each other their co-operation in endeavoring to secure full time for all the workers at fair wages and 100 per cent. production at minimum manufacturing costs with reduced selling prices to the public."

Following his address, Sydney A. Linnekin, Vice-President of the Babson Institute, Wellesley Hills, Mass., was introduced by President Gleason, as a special speaker he had induced to come and address the manufacturers on the subject of the " Business Outlook."

Some of the principal points Mr. Linnekin made were, that from statistics gathered by Babson's, they looked for business to be more active within the next few weeks and on a sounder basis, and also said that business conditions looked more favorable for the next five or six months than for any five or six months for the past five or six years. Crops, one of the greatest single factors influencing business, he said, were good and were bringing prices approximately 50 per cent. higher than in 1920. New building, he said, for the first five or six months of the year was double in dollars that of last year, and in volume, due to shrinkage of the price of some materials and labor, was more than double.

He said that the purpose of Babson's was to provide more economic education, and said it was a statistical center of three divisions, education, conference and research. He extended an invitation to the association to hold their annual convention on the Institute campus, on which is located an auditorium seating 1,600 people. The accommodations and size of the campus is capable of handling twenty or thirty conventions at one time. There is no charge for use of the grounds or auditorium, with the added convenience of having business facts and data of the last thirty years at the disposal of the association. The institute is now engaged in special research on the various individual industries; in consequence all information will be centralized in one spot. He said that it was because of lack of facts that the greatest losses were made, including ignorance of business cycles and ignorance of new methods.

He said they were developing the most complete conference grounds in existence, an idea of the importance of which could be gained from the fact that it will include two hundred acres for education, thirty acres for campus, twenty acres of office buildings, sixty acres of farms, a hundred and twenty acre golf course, and seventy-five houses.

A round of applause was given Mr. Linnekin when he had finished, and upon motion of Reuben Haley of the United States Glass Co., a rousing vote of thanks was accorded the speaker.

The reading by Secretary John Kunzler of the minutes of the regular quarterly meeting held at Wheeling, W. Va., on April 25th, was the first in the order of regular routine business taken up. This was followed by the report of Treasurer A. P. Evans.

Reuben Haley and Charles West were then appointed by President Gleason as an auditing committee to audit the treasurer's account and report at the next meeting.

The appointment of a nominating committee, consisting of John Beiswanger, E. A. Gillinder and W. E. Hunter, was then made, and their recommendations were as follows: For president, Marshall W. Gleason; first vice-president, Marion G. Bryce; second vice-president, Nich-

(*Continued on page* 30)



MOGI, MOMONOI & CO.

Importers of Japanese Goods

105 East 16th Street New York

For the approaching fall season, we are displaying a more extensive variety of " the ever popular gifts in hand painted china" than ever shown heretofore.

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

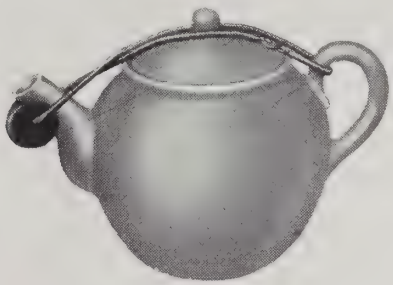
It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

A Handy Device for Tea Pots and Pitchers

To prevent dripping and at the same time securely hold the cover without possibility of slipping out of place, is well combined in a convenient little household necessity distributed to the trade under the name of "Stop" by H. A. Diehl, 24 West 23rd St. This cleverly designed appliance consists of a coiled spring of bright metal fin-



ished piano wire and felt absorber. As the illustration shows, the ends of the spring are passed through the handle of the pot, pitcher, etc., and hooked together, the spring being crossed over the cover, when the tension will keep the lid in place and the absorbent felt will take up the drip from the spout, and thus effectually prevent the soiling of table linen. This time, temper and money saver is proving a big seller in the trade and is packed in silent salesmen cartons to retail at 10 cents, which gives the retailer a very attractive profit.

A Fine Display of English Earthenware

Including a distinctly appealing variety of designs which embrace a particularly desirable assortment of decorations, all of which are pronouncedly out of the ordinary, the display of fine earthenware from the Soho Pottery, at the showrooms of A. J. Fondeville & Co., 135 Fifth Avenue, is attracting many buyers who are seeking fine wares which reflect the unusual in pottery without departing pronouncedly from the best in conventional treatments. Of undoubtedly wide appeal are the range of charming blue print patterns, one of the newest consisting of the "Blue Peel" decoration on the artistic "Prince" shape, in an all-over pattern of soft blue tone, with long panels in which are inserts of a blue floral spray, and center decoration of a vase and flowers likewise in the soft blue coloring. The addition of the apple knob to the covers adds a distinctive touch to this good-looking number. Likewise numbered among the new arrivals is a blue basket weave pattern on the graceful "Wellington" shape. In soft blue tone this number may be had plain and with gold edge and shoulder bands. Both treatments are offered in complete dinner and tea set items. Another treatment in the "Prince" shape is the "Blue delft" decoration, the pattern being in soft blue with scroll medallions with Dutch windmill scenes and alternating with blue floral sprays. This number also has the apple knob and is finished with a blue line inside the edge and on the shoulder. In the Solian line of dinnerware four different shapes and the same number of patterns are shown. On the graceful "Indian" shape is the "Satsuma" pattern, a Japanese form of decoration forming a border about 7/8 inch wide in a rich powder blue with the quaint decoration in liquid gold lines and tracings and with a distinctive scroll knob of blue striped in gold. On the "Wellington" shape is a rich treatment in powder blue overlaid with a fine scroll pattern in gold, and on the "Victory shape is shown a border treatment of one inch width in conventional motif which is most attractive. On the "Sheraton" shape a wide band border design of powder blue is overlaid in gold tracery in a light and graceful lattice pattern. Another outstanding decoration is a finely executed "Indian Tree" pattern, the brilliancy of colorings of this quaint and artistic design being greatly enhanced by enamels in pink, blue, yellow and turquoise. Making use of the same colorful motif and utilizing the same "Indian" shape, is an illuminated Indian tree treatment in rich tones of brown, yellow and royal blue.

Oven Glass in Pearl Scores a Hit

Since the introduction of Fry's oven glass the sanitary, economical and splendid baking qualities of transparent dishes, combined with their crystal beauty, has won for this dependable product a Nation-wide popularity. Women who are particular have found a great deal of satisfaction in using Fry's oven glass, which not only retains the full flavor of the food but because the food, well cooked, could be daintily served in the same glass dish, and dish washing was made easier as particles of food does not stick to the highly polished glass surface. Transparent glass made a big hit with American housewives but the new pearl glass which has been recently introduced in the local market and now on display at the showroom of Frederick Skelton, 200 Fifth Ave., New York, representatives of the H. C. Fry Glass Co., has been accorded such a favorable reception that it has already outsold the clear glass line. And the newcomer is incontestably a very attractive proposition. Of a pearly translucency, possessing much of the changing tints found in the opal, this new glass not only combines all the durability of the transparent heat resisting dishes but makes a big forward stride toward the artistic. The line includes a very full range of different numbers and sizes, round oval and square bakers, casseroles in circular and oval shapes, bean pots, bread biscuit and cake trays, pudding, measuring cups, etc., in fact over fifty items, "a dish for every oven use." The outstanding number in the new pearl glass is the all-glass percolator. It is made entirely of heat-resisting glass without metal or wood.

(Continued on page 30)

The Rosenthal CHINA CORP.

Rosenthal Rosenthal R.C.

Dinnerware Art Wares
Fancy Goods Art Lamps
Hotel China

CONTINENTAL CERAMICS CORP.

Thomas KPM

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Novelties of Beauty from Many Shops in Fascination Lane

A Page of Selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

By Beatrice Miller Wisner

Artistic Hand Decorated Chinese Lanterns

WHEN the sun is disappearing behind its rosy curtain, and nightfall is fast approaching, there is a soothing influence in a dim and gentle light that will still retain the semblance of departing day. Lanterns bring the most desired lighting effect for interior or piazza decoration. In the various designs to be seen at the Sincere Trading Co., 31 East 30th Street, there is a harmony of color and distinctive decoration only found in products from the orient. These unusual lanterns, one of which is pictured herewith, are developed from Chinese Silk Gauze in many original patterns, ranging in size from 12 to 33 inches. The bold Chinese decoration in gold and large bright red hand-painted flowers with green leaves, and many other conventional designs have popularized these unique lanterns as leading specialties in Gift Shops, where there is a constant demand for garden decorations or for tree-to-tree festooning. For bridal receptions or special out-of-door festive occasions, there is no lighting decoration as effective as the Chinese lantern, carrying the peculiar fascination of the Far East in artistic texture and oriental handicraft. The Sincere Trading Company is also showing a most extensive line of fine porcelains, Canton ware and pottery in most exclusive shapes and designs, in fact, everything worthy of Chinese Art of the better kind may be found in the above concern's delightful salesrooms.



Color Faithfully Produces in Glassware and Porcelain

EXTRAORDINARY coloring and original designs and shapes have been accomplished by the Metropolitan Art Co. in special pieces which are shown at the firm's new uptown salesrooms, 1270 Broadway. The most noticeable feature being the unusual orange color which has been faultlessly produced in smooth and vivid color, and the blues, greens, lilac and yellow tones show the same delightful expression of true tints, which is evidenced in all the objects in the extensive assortment. Attractive tea sets, chocolate sets, and bowls in a variety of distinctive shapes and sizes are especially enticing. A very unusual and new idea is the "Paisley" pattern, a design entirely original with the firm, and one which reproduces the "Paisley Shawl" effect in faithful Scottish colors and design. The blending of yellows, blues, browns, reds, terra-cotta treated on black, and other colored grounds, is a most pleasing and striking effect, in pointed design border or other Paisley decoration. Very delightful bowls with ivory white background and clouded patterns of dull blues, browns and greens are exceedingly novel. Bowls, plates, tea sets, candlesticks and odd pieces all show the remarkable bright color treatments smoothly produced which is the secret of the Metropolitan Company's characteristic craftsmanship. The firm's showrooms are so centrally located that the opportunity to inspect the remarkable coloring of the above objects should not be neglected.

Gracefully Designed Flower Bowl

LOVERS of artistic crafts have noted the extraordinary examples in original models in the vast collection of specially designed brass and wrought iron; bridge lamps, lanterns, candlesticks, door knockers, candelabra, book ends and many other objects shown at the Russian Antique Company's showrooms, 1 East 28th Street. In the artistic glass fruit bowl, illustrated, there is a fine conception in modeling and unusual design, which is only one of the many art objects to be seen among this noteworthy collection. This art fruit or flower bowl is made from Tiffany Glass, with wrought iron stand gracefully designed and delicately proportioned, fitting the peculiar style and beauty of the bowl. For fruit or flowers this bowl is a most decorative and ornate centerpiece, or for piazza table there is nothing more suitable than this colorful bowl, in its opalescent effect. For smaller gifts there are many in the assemblage, comprising desk candlesticks, brass trays with movable handle, tea kettles, toasting forks, nut bowls; inexpensive tokens for the holiday season, attractive for the most economical purse. In the solid brass hammered objects there is faithfully produced in effective period design the most persuasive element of old-time reproduction. The Russian Antique Company has shown, in its fine collection, all that is desired for gifts of elegance in the charm of Russian antique design. A visit to the above showrooms will quickly demonstrate the merit of this noteworthy exhibit.



THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

A SALESMAN who returned this week from the Northwest was enthusiastic in his statements concerning business conditions and the outlook for Fall trade. He stated that buyers in the northwest are looking for merchandise and that business in dinnerware is good in that section. Another traveling salesman who just completed a trip to points west of Chicago, including Omaha, Kansas City, Wichita and St. Louis claimed the buyers are replenishing their stocks all along the line. Buying in that section, he says, is not on a big scale, but a fair business is being done. In Chicago and the immediate vicinity, reports indicate that buyers are holding off, buying on a small scale, claiming that it is still too early for Fall buying. Mail order houses and jobbers are opening up in purchases consistent with the steady improvement in their business.

The Interstate Merchants' Council will hold a business conference in Chicago the first three days of August. This council is composed of several hundred retail merchants from the Middle West who meet in Chicago early each Fall for conference prior to opening their buying season.

W. T. Darden, manager of sales for the Albright China Co., will spend this week in Detroit, returning to Chicago August 1st to prepare for a trip to the West Coast.

The Danville Furniture Corporation has been incorporated for $5,000 to manufacture furniture, lamps and furniture novelties. Factory and offices are located at Danville, Ill.

The New Era Electric Shop, 5218 West 25th Street, Chicago, received a state charter for $10,500 last week. The firm will deal in housefurnishings and electrical appliances.

R. B. Reineck, representative for the Westmoreland Specialty Co. of Grapeville, Pa., closed his display at the Palmer House last week after a very successful three weeks' stand. The Westmoreland line, some of the finest decorated glassware produced in this country, was most attractively displayed in a large circular room in the Palmer House.

Free lessons in China painting is proving a good stimulant for Rothschilds in their plain china department. This department is now being advertised in a good way and has resulted in increased demand for china for amateur work.

The Annual Chicago Merchandise Fair will open at the Coliseum on August 1 and continue until Augst 12. More than three hundred lines of merchandise will be exhibited, mostly in the popular price range, including china, glassware, housefurnishings, dry goods, notions, etc. The event, if it lives up to past records, will draw a large number of buyers to Chicago the early part of August.

It was announced last week that the Haeger Potteries of Dundee, Ill., makers of decorated and colored pottery well-known throughout the country, has appointed W. C. Owen, 17 N. Wabash Ave., their Chicago sales representative. Mr. Owen plans to show the Haeger line in one room at the Palmer House, during the Gift Art Wares & Novelties Exhibit August 7 to 12, and thereafter will make a permanent display of the line in his sample rooms at 17 N. Wabash Ave., the Shops Building.

Geo. F. Ruby, importer of Japanese and Chinese goods, with a permanent display in the Palmer House, returned from the East this week.

I. E. Mincks, secretary of the Albright China Co., returned to his Chicago office last week from Scio, where one plant of his company is located. Mr. Mincks reports that both plants of the Albright China Co. are running full capacity. The coal strike has failed to interrupt the production of the plant, which controls its own mines not affected by the union miners' walk-out. A new electric mine hoist has just been erected at the mine, materially increasing the production possibilities, and banishing all chances for a shortage of fuel, regardless of the coal strike.

Col. W. F. Ellison of Geo. F. Bassett & Co., New York, spent some time in Chicago recently, where the "boys" in the local trade congratulated him on his wedding last April.

E. B. Hill displayed the Bonita line of decorated glassware in Chicago last week. The Bonita line is decorated on Duncan & Miller blanks and is a very popular combination among buyers.

Milton B. Rogers, for a number of years associated with the Chicago crockery and glassware trade, but who has been associated with a corrugated box company in Detroit for several months past, was in Chicago early this month. Mr. Rogers has accepted a position with John Wanamaker & Co. of New York to manage their hotel department. He is now located in New York, and left Chicago with the best wishes of the entire trade.

J. E. Austin, connected with the Jefferson Co., lamp manufacturers, located at Follansbee, W. Va., was in Chicago on a selling trip last week.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



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Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Guernseyware, Room 562
COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
Dinnerware, Vitrified Hotel Cooking Ware and Tea Pots, plain and decorated.
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Corner Wabash Avenue
Room No. 405

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MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

Imported overglazed
CHINA COLORS
Powdered or Mixed for Use
Everything for China Decorators
PILKINGTON MANUFACTURING CO.
3223 W. Lake Street Chicago

A few words in this space will bring in many dollars

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THE HAEGER POTTERIES, Inc.
Pottery of Distinction

Plant and salesroom at
DUNDEE, ILLINOIS
(Convenient suburban service from Chicago)

FRENCH CHINA CO.

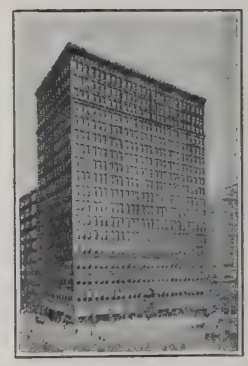
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS

Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE



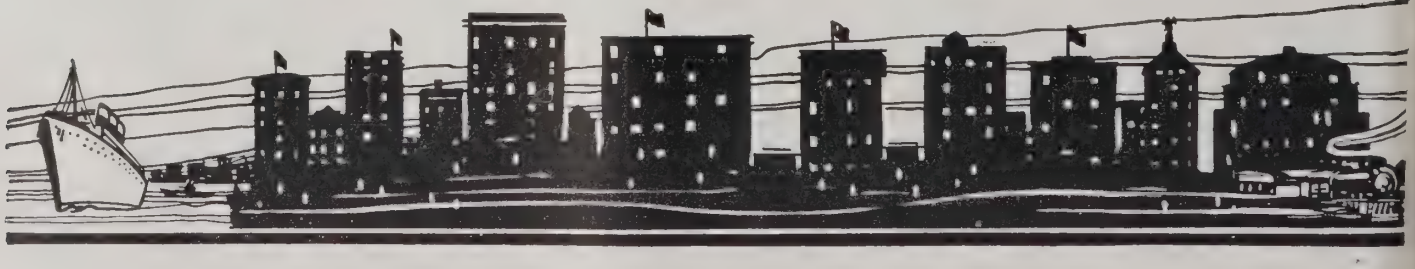
The John S. Ward Co., not Inc.
Room 1508

Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shade

PLATINUM Encrusted China—The Latest
A most wonderful treatment in Bright and Dull finish. Guaranteed to wear and the BEST Seller. Your line is not complete without
KITTLER'S PLATINUM CHINA
2116 Hudson Avenue, Chicago
Phone DIVERSEY 3357

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
Phone Austin 1500
5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.
Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
Phone
Central 3497.



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CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

LIN-O-LITE SHADES

An innovation, hand painted Linen, Silk Lined and Silk Braid Trimmed. Durable and strong. Made by

VOLKMAN & CO.
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THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

Here's a good business building card for sale at a little price.

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THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.



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17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Bonita Art Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.
17 North Wabash Avenue
Chicago

Announces

their removal from 17 North Wabash Avenue to more commodious quarters in

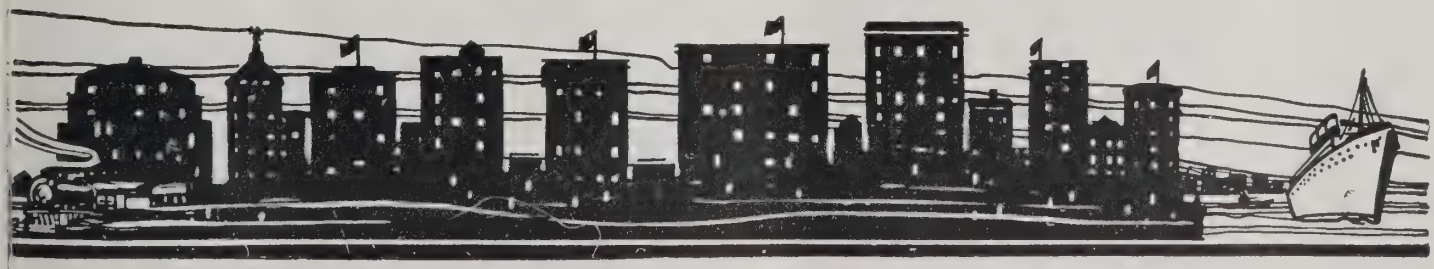
The Burley Bldg.
9 N. Wabash Ave.
Chicago

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
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PROGRESSIVE CHINA DECORATING CO.
Decorators of fine imported and domestic china. Monogram and design duplication a specialty.
1836 W. Van Buren Street
Phone West 3645

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046

HISPANO-MORESQUE
LUSTRES & METALLIC GLAZES
Vases, Bowls, Lamps, Comports, Candlesticks
THE N. O. CEDERBORG CO.
Chapman Block, Aurora, Ill.



W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2. payable in advance.

HELP WANTED

IMPORTERS of Czecho-Slovakian Salt Shakers, Individual Shakers, Tooth Pick Holders, Knife Rests, Colognes, Sprays, etc., would like to secure salesmen to sell their line either on commission or jobbing basis. Box 187, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

PROGRESSIVE salesman with 20 years experience selling china, wishes to make connection with pottery manufacturing dinnerware to sell the line in Chicago territory. Salary or commission basis. Full details and references will be furnished. Write Jacob Loh, 5208 Cullom Avenue, Chicago, Ill.

SALESMAN of 20 years' experience in the pottery, lamp and cut glass lines wishes to make a connection by August 1st for the south and middle west territory. Has a large acquaintance with department store buyers and jobbers. Box 192, care CROCKERY AND GLASS JOURNAL.

SALESMAN, 28, married, who is at present connected with a leading jobber, and who has at his command a satisfactory following, is desirous of obtaining connection with a crockery and pottery firm who would consider allotting New York City and environs as territory. References of highest calibre furnished. Communicate Box 193, care CROCKERY & GLASS JOURNAL.

BUSINESS OPPORTUNITIES

For Lease

A MODERN BASEMENT suitable for a fancy china department. Equipped with tables and shelving. Satisfactory arrangements can be made, either on a percentage of sales basis or a straight rental. Store located in the Middle West, and in a college town of 7,500 population. Present and past connections must be satisfactory. Give reference and full particulars in first letter. Address Box 194, care CROCKERY AND GLASS JOURNAL.

Glass Manufacturers Hold 46th Annual Convention

(*Continued from page 23*)

olas Kopp; treasurer, E. P. Ebberts; actuary, John Krunzler. Directors: Marshall W. Gleason, Nicholas Kopp, M. G. Bryce, E. P. Ebberts, W. E. Hunter and A. J. Bennett.

The complete ticket as recommended by the committee was unanimously re-elected.

The one change in the officers from last year is that Marion G. Bryce and Nicholas Kopp exchange places as first and second vice-presidents.

The following resolution on the death of the late Frank G. Bryce, of the Bryce Bros. Co., Mt. Pleasant, Pa., was read and approved:

"Therefore, be it resolved that in the death of Mr. Frank G. Bryce, the American Association of Flint and Lime Glass Manufacturers has sustained the loss of one who has long been associated with us and one whose wise counsel was often sought and highly esteemed.

"Resolved, that these resolutions be spread on the minutes of the Association, and that a copy be sent to the bereaved family in the assurance of the heartfelt sympathy of the members, who join with them in the sorrow and loss we have all sustained.

(Signed) J. F. KIRK,
J. F. CHALLINOR,
W. A. B. DALZELL."

The following were present at the meeting: Roy Boyd, Cambridge Glass Co., Cambridge, O.; Leo Nussbaum, Canton Glass Co., Marion, Ind.; E. Schaub, Central Glass Works, Wheeling, W. Va.; Frank Cupps, Consolidated Lamp & Glass Co., Caraopolis, Pa.; A. P. Duncan, Duncan & Miller Glass Co., Washington, Pa.; W. E. Hunter, Economy Tumbler Co., Morgantown, W. Va.; C. B. Roe, Fostoria Glass Co., Moundsville, W. Va.; John Beiswanger and Harry Strong, Gill Bros. Co., Steubenville, O.; E. A. Gillinder, Gillinder & Sons, Inc., Tacony, Pa.; M. W. Gleason, Gleason-Tiebout Glass Co., Brooklyn, N. Y.; Mr. Franc, Holophane Glass Co., Newark, O.; Henry Batsch, Indiana Glass Co., Indiana, Pa.; Mr. Griffith, Jefferson Glass Co., Follansbee, W. Va.; Thomas Crock, Jeanette Shade & Novelty Co., Jeanette, Pa.; Howard Jenkins, D. C. Jenkins Glass Co., Kokomo, Ind.; Donald Smith, McKee Glass Co., Jeanette, Pa.; Ira Clark, New Martinsville Glass Mfg. Co., New Martinsville, W. Va.; M O. Taylor, H. Northwood Co., Wheeling, W. Va.; E. P. Ebberts and Thos. W. McCreary, Phœnix Glass Co., Pittsburgh, Pa.; Wm. Gilmore, Pittsburgh Lamp Brass & Glass Co., Pittsburgh, Pa.; C. M. Rodefer, Rodefer Glass Co., Bellaire, O.; Reuben Haley and J. F. Challinor, United States Glass Co., Pittsburgh, Pa.; and Chas. West, Westmoreland Specialty Co., Grapeville, Pa.

The trade press were represented by T. A. Kimes, *National Glass Budget;* J. G. Kaufmann and Samuel Leffler of *China, Glass and Lamps* and the *Glass Worker;* H. R. Handy of the *Pottery, Glass and Brass Salesman;* and F. Calvin Demarest of the CROCKERY AND GLASS JOURNAL.

The National Association of Glassware Manufacturers held meetings on Friday and Saturday mornings, preparatory to opening the conferences on wages, at the Marlborough-Blenheim on Monday morning, which are scheduled to last until and including August 8th.

The workers are asking for increases ranging from 10 to 30 per cent., while the manufacturers are asking reductions approximately of the same amounts; in other words, it looks somewhat like a fifty-fifty proposition.

What's New in the Market

(*Continued from page 24*)

The handle, which is made as an integral part of the percolator, is insulated by a special hollow tube which prevents the handle from becoming hot. The compartment for the ground coffee is of glass with small holes drilled in the bottom and sides which permits the boiling water to circulate freely and insures a beverage of full and piquant flavor. This section is formed of one piece of glass with its base resting upon the bottom of the pot. In shape the percolator has the tall graceful lines of a water or refreshment pitcher and is fitted with a cleverly designed cover, having a patented stud which is part of the glass pot and which holds the cover in place while the pot is tilted in pouring. The new pearl line and the percolator is certainly destined to prove a "best seller" and a view of the display of samples will help many a buyer to pick good winning numbers.

The Roessler & Hasslacher Chemical Company NEW YORK

BRANCHES:
Cleveland, O. Chicago, Ill. Trenton, N. J. Boston, Mass. Philadelphia, Pa. San Francisco, Cal.
New Orleans, La. Pittsburgh, Pa Kansas City, Mo.

THE ROESSLER & HASSLACHER CHEMICAL COMPANY BRIGHT GOLD NEW YORK

Fac-Simile of Label, "Made in America."

Liquid Bright Gold

Overglaze—**Colors**—Underglaze

Liquid Lustre Colors—Oxides and Bodies for Decorating and Coloring

CHEMICALS

Minerals and Oxides

—for—

Pottery, Glass, Enameled Ware, Tile, Clay Products

RHCCO A1

Highest Grades.

America's Leading Ceramic Material House

Bryce Brothers Company

MOUNT PLEASANT, PENNSYLVANIA

Manufacturers of

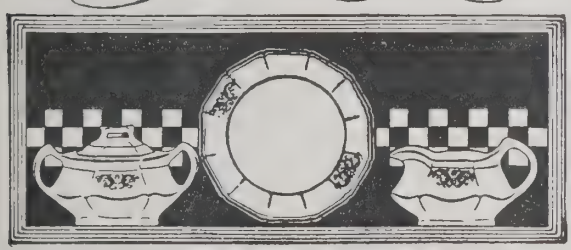
Blown Lead Glassware

In Crystal and Colors

NEW YORK OFFICE, 240 FIFTH AVENUE
Representative. J. Duncan Dithridge
BOSTON OFFICE, ROOM 114, YOUNG'S HOTEL
Representative. Robert W. Corey

TRAVELING REPRESENTATIVES:
W. H. Duval Myric W. Bryce Harry C. Smallwood

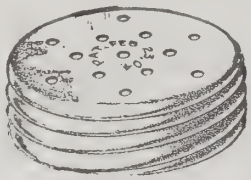
LIMOGES CHINA



THE LIMOGES CHINA CO., SEBRING, O.

REPRESENTATIVES:
New York, Edward B. Dickinson, 200 Fifth Ave.
Chicago, John G. Edmunds, 1319 Michigan Ave.

Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps

ALSO CELLULOID DISCS.

We carry about fifty stock sizes of caps; and are also prepared to supply special sizes to order. Write us for prices and samples.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF GLASSWARE.

Lamp Chimneys, Lamps, Lantern and Fish Globes, Shades, Founts, Towel Bars. Cane, Tubing. Gas and Electric Globes in all colors. Private Moulds Worked.

FACTORY:
255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

Business Briefs

The S. S. Kresge Co., Dayton, O., are constructing an eight-story building. It is planned to move the present store to the new building as soon as the first two stories are finished. The old ten cent store will be wrecked and the new 25 cent to $1 store will be opened during November. The remainder of the building will be rented for office use.

The Babylon Department Store, Babylon, N. Y., has been incorporated with a capital of $30,000, to purchase the interest of M. Molbeche, the present owner, who is retiring from business. The incorporators are M. Gilman, S. B. Matoff and N. Levy of Babylon.

Buyers in New York

(*Continued from page* 19)

T. S. Carlson, housefurnishings, R. H. White Co., Boston, Mass., 432 Fourth Ave.

T. H. Whan, toys, Elliott-Taylor-Woolfenden Co., Detroit, Mich., 220 Fifth Ave., Park Ave.

C. A. Heckert, housefurnishings and toys, Geo. B. Peck D. G. Co., Kansas City, Mo., Breslin.

J. E. Driscoll, housefurnishings, C. M. Guggenheimer Co., Lynchburg, Va., 23 East 26th St. (Mdse, Reporting Co.).

Mr. Benedict, housefurnishings and toys, Mendel's, Inc., New Haven, Conn., 1150 Broadway (Baer & Lilienthal).

Miss M. Brennan, housefurnishings and toys, Peoples' Store, Tacoma, Wash., 23 East 26th St. (W. T. Knott).

J. M. Friedlander, toys, Nathanson Bros., Toledo, O., Pennsylvania.

S. M. Averill, lamps, Jordan Marsh Co., Boston, Mass., 432 Fourth Ave.

S. J. Wagner, toys, J. N. Adams Co., Buffalo, N. Y., 16 West 39th St.

Eugene Tanke, housefurnishings, H. C. Tanke, Inc., Buffalo, N. Y., Pennsylvania.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, ***Successors, 67-69 Irving Place, near 18th St.***

Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, ***35-37 West 23d St.***

Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., ***73 Barclay St.***

"The Dinnerware House of America."

L. D. BLOCH & CO., ***37-41 East 18th St.***

Importers of China and Glass, Mfrs of Lamps, Shades and Novelties.

COPELAND SPODE CHINA AGENCY, ***43 West 23rd St.***

Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., ***14 Barclay St.***

English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., ***135 Fifth Ave.***

Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, ***43 Murray St.***

Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., ***920 Broadway, corner 21st St.***

HAVILAND & CO., ***11 East 36th St.***

The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, ***52 Murray St.***

Ahrenfeldt French China.

MADDOCK & MILLER, ***54 Murray St.***

Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, ***Importers and Commission Merchants, 108 East 16th St.***

Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., ***105-107 East 16th St.***

Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., ***53-57 West 23d St.***

Japanese Goods.

LA PORCELAINE LIMOUSINE, ***39-41 West 23rd St.***

Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., ***184 Fifth Ave.***

King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co., Ltd., earthenware. Telephone, Gramercy 6626.

WM. S. PITCAIRN CORPORATION, ***104 Fifth Ave.***

Grindley, Doulton. Furnival.

The Fifth Avenue Building



Uptown Headquarters for the

Pottery Glass China Metal Goods and Housewares Trades

PAUL A. STRAUB & CO., ***105-107 Fifth Ave.***

Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., ***96 to 102 Church St.***

A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, ***42, 44, 46 Warren and 116 Chambers Sts.***

Importers and Manufacturers.

TAIYO TRADING CO., Inc., ***101 Fifth Ave.***

Successors to Takito, Ogawa & Co. and the Tajimi Co. Japanese and Chinese Goods. Catalogues upon application. Tel.—Stuyvesant 3823. Chicago Office, 327 West Madison St.

B. TOMBY, Inc., 9 East 47th St., *Representing:*

Royal Berlin, Royal Dresden, Lorenz Hutschenreuther, Koenigszelt, Paul Mueller, Royal Nymphenburg, Reinhold Schlegelmilch, Royal Karlsruhe Majolica.

JUSTIN THARAUD, ***24 West 23d St.***

Sole agent for L'Union Ceramique, Limoges, France.
Myott, Son & Co., Hanley Staffs, England. Poszellanfabrik Fraureuth, Saxony. Telephone Gramercy 5150.

VOGT & DOSE, ***65 Barclay St.***

Open stock dinnerware patterns. White China for decorating.

J. H. VENON, Inc., ***104 Fifth Ave.***

Martin China, Limoges; Gustafsberg China and Earthenware, Sweden; Kosta Crystal, Sweden; Rorstrand China and Earthenware, Sweden.

KENNARD L. WEDGWOOD, ***255 Fifth Ave., between 28th and 29th Sts.***

Josiah Wedgwood & Sons, Ltd. Telephone Madison Square 7429.

DOMESTIC GLASSWARE

BONITA ART CO., ***Cox & Company, Representatives, 120 Fifth Ave.***

"The House of New Ideas." Cameo Etchings and Encrusted Coin Gold.

CAMBRIDGE (O.) GLASS CO., ***New York Salesroom, 184 Fifth Avenue.***

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware.

DIAMOND GLASSWARE CO., ***Fredk. Skelton, Representative, 200 Fifth Ave.***

Colored and Iridescent Glassware.

ECONOMY TUMBLER CO., ***Morgantown, W. Va. Cox & Co., Representatives, 120 Fifth Ave.***

Fine blown tumblers and stemware.

FOSTORIA GLASS CO., ***141-147 Fifth Ave.***

Pressed and blown glassware. John Nixon, Representative.

GILLINDER & SONS, Inc., ***224 Fifth Ave.***

Lighting glassware, glass specialties.

LANCASTER (O.) GLASS CO., ***Fred Skelton, Representative, 200 Fifth Ave.***

Pressed ware, lamps, tumblers and novelties.

UNITED STATES GLASS CO., ***Albemarle Bldg., 24th St. and Broadway.***

Pressed and blown glassware.

LAMPS, SHADES AND LIGHTING GLASSWARE

ARMOR BRONZE CO., ***Factory, Garwood, N. J. Showrooms, 236 Fifth Ave. and 67-69 Irving Place.***

Manufacturers of metalized lamps, lighting fixtures, art objects, bookends, etc.

ESTABLISHED IN 1874

PHONE STUYVESANT 6052

Crockery and Glass Journal

The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

Published Every Thursday

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VOL. 95 AUGUST 3, 1922 No. 5

AS THE EDITOR SEES IT

NOW IS A GOOD TIME TO BUY

FOR many months the public has been buying with almost unprecedented frugality and with unusual discrimination and buying largely for immediate l necessary needs. This indication of thrift on the part American housewives is very clearly perceived in the adily growing deposits in savings banks. People are ing more money today than for some time past and y are going to spend some of it. Today, business ac- ty continues strong in spite of the retarding influences the coal and rail strikes. There is comparatively little employment but there is a marked scarcity of labor in ny trades. Crop prospects throughout the Nation are ellent. Frozen credits are pretty well thawed out, ess stocks have been liquidated and demand is be- ning to exceed production in many staple lines. All these basic factors are sure and infallible signs of a lthy and a good business period. And one of the very inificant phases of this situation is that prices are mov- upward. This is why we believe that now is a good e to buy.

THE business stage is set for a substantial revival and while strikes may delay it, a better business era will be long postponed. But foresighted merchants are going to put off buying until customers walk into the re and ask for more merchandise than is stocked. ces are moving upward. Production in crockery, glass- re and allied trades is just about adequate for present ds. It is not now sufficient to pile up any surplus and n a moderate increase in demand will undoubtedly disclose a scarcity of much desirable merchandise. The day of inflated, of skyrocketing prices is over but a new era built upon the solid foundation of normal prosperity is now here. It is obscured by labor troubles and not all may discern it but the evidence will be plain to even the most hesitant merchants a little later on. The steadily increasing number of buyers in the New York market reflects this. Stocks in most stores are at a pretty low ebb. This is another reason why we believe that now is a particularly good time to buy.

PRICES are as near rock bottom as they are likely to be and they are surely if slowly working upward. New York is a magnet for merchandise buyers, not only because of the National Merchandise Fair which opens next week Monday at the Grand Central Palace, but because of the many permanent merchandise exhibits always on display at the sales showrooms of prominent wholesalers and manufacturers. We believe this special number may be cited as good evidence of this. Look over our pages and you will find that a very big percentage of the most representative concerns—firms which have achieved a nation-wide reputation—are listed. You will find this number a good and accurate guide to line up your future requirements. Use it for your profit. But do not overlook the fact that now is the psychological time to buy, at favorable prices to insure prompt deliveries of the goods you must have to do a bigger and a more profitable business this fall. Think it over but don't put it off too long.

Keeping a Finger on the Buying Public Pulse

This Is What a Prominent Department Store Official Believes Is the Outstanding Reaso Why the Profits of His Store Have Steadily Grown-High Speed Merchandising Methods of Today Required to Give Quick Turnovers and Clean Up Stocks to Prevent Losses of Mark-Downs

THE basic trouble with merchandising is that we merchandise on opinions, not on facts. The stream of profitable business is bounded on the one side by what we have on hand that the public doesn't want, and on the other side by what we haven't got that the public would buy if we had it. The management of the store should pay attention to establishing some definite and automatic means of telling whether we stay within one line and go all the way to the other line, says Louis E. Kirstein, vice-president Filene's Department Store, in an interesting article reprinted herewith in part from System magazine.

Our business depends upon knowing what the public wants. Learning what the public wants is proverbially difficult, but our method of determining this is simple. We count it. We count the goods that we can't sell, we count the goods that customers want but we haven't got. Then we have established an automatic method of putting the indisputable facts thus learned to immediate use in merchandising. Merchandising can never be an exact science, but we are trying every year to make it more nearly a science.

Under recent conditions we needed facts more than ever before. We needed them with new accuracy and new speed. And they were correspondingly more useful.

The beginning of our past fiscal year, in September, 1920, coincided almost exactly with the general beginning of the "buyers' strike." Prices were falling, so that even to stay level with last year's total meant a much greater number of sales. Times were dull. Yet when we made our annual budget, we planned as usual for an increase in business as compared with the previous year. And in practise we exceeded the planned increase. At the same time we greatly speeded up our average rate of turnover, as was necessary for reasonable profits among falling prices. As a result we did business on a less proportionate investment, and the gross percentage of profit was not much less than usual, for we avoided speculation. We stuck to facts.

Merchandising on Facts

The difference between merchandising on opinions and on facts can be easily illustrated. Recently I asked one of our merchandising managers whether a certain lot of goods was selling well. "It should be," he answered. "The buyer in that line is a pretty good judge, and he thought when he bought them that they would make an especially big hit."

"That is his prediction of several weeks ago," I objected. "The real question is whether they are selling now."

"I believe they are," he said, "judging from the num ber of people I have noticed in that department as I cam through."

Another opinion! Or at the best, a rough estimat Seeing the frown on my face, the merchandising ma went on, "I can get the exact figures on each style an size, if you wish, but it will take several hours."

"Yes," I added, "and several clerks who ought to h selling will have to do stock-taking. Meanwhile the o dinary goods will run along until stock-taking day whic occurs every three or four months, before you will kno exactly how fast they had moved, or whether they ha moved. That isn't right. Even the moderately slow moving goods which don't show alarming symptom ought to flag themselves to your attention. Let's put in daily inventory in your department."

We already have daily inventory in many department and are putting it into the rest. A clerk with a tub de sits in a corner of each department. Every article th comes into stock goes to her for recording, by style, si and price, and every sales slip goes to her to have th article subtracted from the cards. A recapitulation net sales and rate of movement of each class of iten goes to the merchandise manager at the end of the da This one clerk does every day what the mass of cler used to do at intervals. We were amazed at how little really costs and how much less it costs than the mistak we used to make, because we didn't have immediate a accurate facts instead of guesses.

The first day or two after a lot goes on sale te whether it is going to sell or not. I'm speaking of t ordinary lot of every lot, not of the extraordinary lot "feature sales." Suppose merchandise comes in and ge on sale Saturday, and is also on sale Monday. The pub has been in the store; the public is our judge. By Mo day night or Tuesday morning, records should sh whether that item is a good item or not. If the two da were rainy, the merchandise manager may wait for other Saturday or Monday. Then if after two good d the item doesn't sell, it is time to apply price engineeri

Weeding Out Cripples

Here is a typical and routine example of how quic we detect and eliminate "cripples." A lot of merchan came into our establishment on the tenth of the mo to be sold at $47.50. Ten days went by without any s of it. So we took a small markdown on it, down to $ Here we found it came within the price range of its a peal to the public. We sold some but not all. In a v short time we marked it down slightly again, which

osed of it completely. It was a loss, but not nearly so reat a loss as if we had waited until the season was over. What do you think the merchandise would have been orth if we had carried it from the middle of October to ne middle of February when all memory of the season nd its style would have been gone? The public would ot have paid any attention to it at all unless we marked down at least a third of its originally planned selling rice. Yet that is what we used to do, with odd pieces, n common with the majority of stores.

By marking it down within a week or two, as soon as e know it isn't so good as we had thought, we get more f our money back and get it back much sooner; and, what is just as important, we clear the goods off the helves, off the counters, and the advertising pages, out of ne minds of the clerks and the anxious merchandise anagers, and out of the store. We pick up the sick and ounded continually and get them out from under the eet of the rest of the marchers. We salvage most of the alue of the casualties, and aid sales of the good items.

Bargain Basement Famous

This method resembles in its essential principle, our utomatic bargain basement which we established several ears ago and which has become famous. In one sense, ne word bargain in connection with this basement still auses misunderstanding. Our basement goods are not cripples" brought down from the upstairs departments ecause they have failed to sell in the ordinary way and ust therefore go at prices below cost. Never more nan 2 per cent of the basement goods have been of this haracter, and now even this small percentage is being bolished because each department is taking care of its wn casualties. The basement goods are bought in uantities and priced at a profit. Each price ticket is ated, and at the end of 12 business days any goods re-aining are marked down 25 per cent, then another 25 er cent after six more business days, 25 per cent more still unsold after six more selling days, and finally given way to charitable organizations if not sold within a total f 30 business days from the date stamped on the ticket. Ve have nearly extended this principle in a less visible orm to the departments in our main store. The daily nventory does for the rest of the store what the automatic lan does for the basement—lets the public itself ower the flash-boards on the price dam so as to keep ach little rivulet of goods, and therefore the whole stream f goods, continually flowing.

When this close watch on all stock was first started, nany lots were found to have been in stock for four or ve months. Now every month the merchandise man-gers get a separate report of all goods which have been n stock one month, two months, and three months. This, ogether with the turnover and departmental profit sheet, s a check on the buyers and salespeople.

Checking Up Salable Stocks

When we know what we have on hand that isn't selling, e only know half enough. We also need to know what e have not got on hand that would sell if we had it. very customer who departs without the goods that he ame to buy is justly an unremoved debit against the store service. Again we must not have opinions, but facts.

How can we get them? From the people themselves, as they come into our own store. All it needs is records. For a long time, like other stores and businesses, we thought the solution of this problem was impossible. However, business in 1921 was so difficult and close that we decided we had to have these facts. We set up an inventory of demand.

Sales clerks themselves are the only people who come in contact with "lost" customers, and therefore are the only ones who can successfully record unfulfilled demand or lost calls. So an executive coached the sales clerks, group by group, in the necessity of recording every customer. "Each person who comes in the door should be charged against the store, she tells them, "and accounted for on exit, either as a purchaser, as a caller, or as a mere 'looker.' Our job is to give complete service to the public. We will give the public anything it wants. What does it want?" Fortunately we get habitually good co-operation from our salespeople. We emphasized the advantage to the salespeople themselves. "Suppose," we said to the saleswomen, "that you fail to make a sale of a certain article because it isn't in. You may keep on losing sales unless you warn the merchandise department of the shortage. We will establish a department to analyze the figures and tell what is worth while and what is not, if you turn in the figures."

Keeping Records of Sales

The next big need was to make record-keeping so easy for the salesperson that he would do it instinctively. We placed in each department a small memorandum device. When a salesperson fails to make a sale, he turns to the memorandum tape and records the reason for the failure at once, before going on with the next sale, just as he would have to do with an accomplished sale. It takes only a moment. Convenience, plus coaching, solved the traditional problem. We get full and accurate reports.

The memorandum device takes duplicate copies on two paper tapes 4½ inches wide. At the end of the day both rolls of tape go to an executive who analyzes the calls and compares each desired article with similar articles which are in stock. If a closely similar article is in stock and the calls are few, nothing is done, of course. But if the comparison man in glancing through the tapes notes a number of calls for one article within a day or two, he warns the merchandise buyers at once.

Items which receive five or more calls are drawn off onto a separate sheet of high spots, and a copy sent to the buyer, leaving the right-hand half of the sheet blank, so that the buyer can write in beside each item a notation of what has been done, or will be done about it. Not all these entries result in purchases.

Finding Reasons for No-Sale

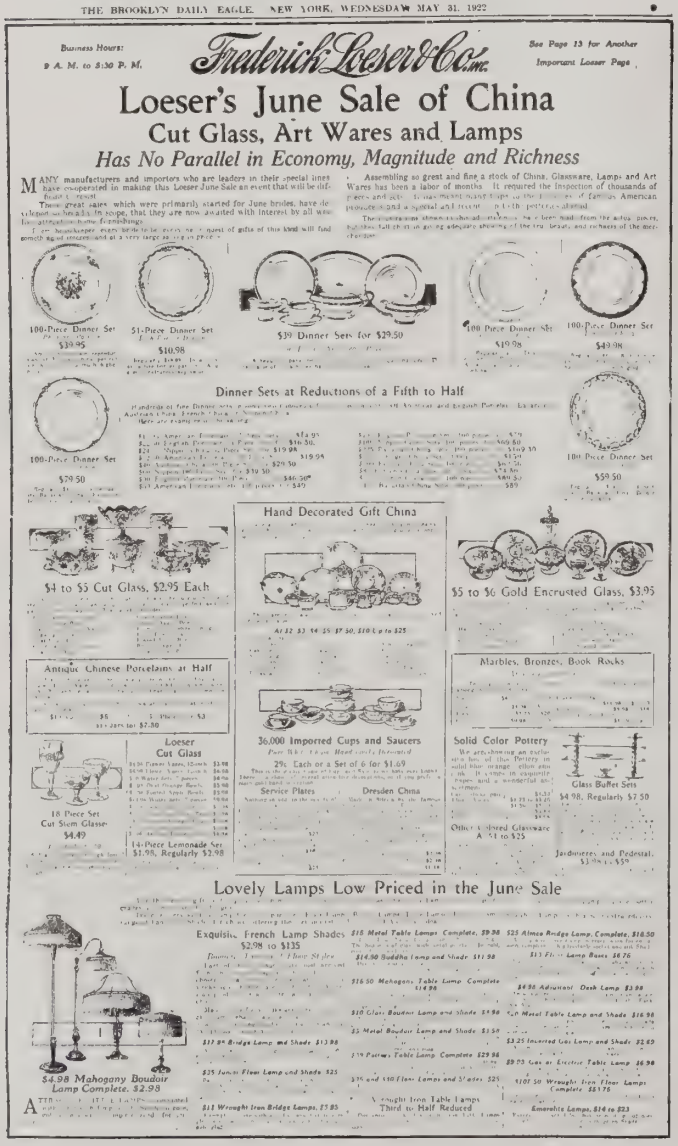
The sheet having gathered these pencil explanations returns to the comparison man to be copied in type in the vacant column on a duplicate sheet which goes to the merchandise manager. If any of the items seem to need attention, he consults the buyer, but the buyer has already

(*Continued on page* 53)

Five Good Ways to Say It In Type

Make Your Store Ads Stand Out—Identify Your Store with the Best and Newest in Merchandise and Back It Up with Service That Satisfies and Watch Volume Climb as These Stores Have

SOME merchants always think of advertising in terms of cost and size of space. They will say, " this space will cost me so and so and a good many will begin to figure how they can buy so many square inches of white space cheaper, when they should be considering that they are not buying so much space, but an opportunity to broadcast a message throughout their community. Opportunity! That is precisely what advertising is, or rather what it should be. But in ads as in many things, existing opportunities are not always perceived, neither are they always taken fullest advantage of. Advertising is not a hit-or-miss proposition unless the merchant makes it so. Advertising is simply salesmanship and most ads are planned to appeal to the eye and so strongly that the appeal is passed on to the other senses through the imagination.


THE BROOKLYN DAILY EAGLE NEW YORK, WEDNESDAY MAY 31, 1922

Business Hours: 9 A. M. to 5:30 P. M.

Frederick Loeser & Co. Inc.

See Page 13 for Another Important Loeser Page

Loeser's June Sale of China

Cut Glass, Art Wares and Lamps

Has No Parallel in Economy, Magnitude and Richness

MANY manufacturers and importers who are leaders in their special lines have cooperated in making this Loeser June Sale an event that will be different and of great result.

These great sales which were primarily started for June brides, have developed such a big scope, that they are now awaited with interest by all women interested in home furnishings.

Assembling so great and fine a stock of China, Glassware, Lamps and Art Wares has been a labor of months. It required the inspection of thousands of pieces and selection from many times the number of famous American producers and a special visit to [illegible] abroad.

The concessions shown in these advertisements are of keen importance, for the sales prices fall far below present day wholesale prices of the very latest and richest of the merchandise.

100-Piece Dinner Set $39.95

51-Piece Dinner Set $10.98

$39 Dinner Sets for $29.50

100-Piece Dinner Set $49.98

100-Piece Dinner Set $49.98

Dinner Sets at Reductions of a Fifth to Half

100-Piece Dinner Set $79.50

100-Piece Dinner Set $59.50

$4 to $5 Cut Glass, $2.95 Each

Hand Decorated Gift China

$5 to $6 Gold Encrusted Glass, $3.95

Antique Chinese Porcelains at Half

Marbles, Bronzes, Book Rocks

Loeser Cut Glass

18 Piece Set Cut Stem Glasses $4.49

14-Piece Lemonade Set $1.98, Regularly $2.98

36,000 Imported Cups and Saucers

2¾ Each or a Set of 6 for $1.69

Service Plates

Dresden China

Solid Color Pottery

Glass Buffet Sets $4.98, Regularly $7.50

Other Colored Glassware

Jardinieres and Pedestal

Lovely Lamps Low Priced in the June Sale

Exquisite French Lamp Shades $2.98 to $135

$4.98 Mahogany Boudoir Lamp Complete, $2.98

Attractive Third to Half Reduced

When a customer enters the store and inquires about some goods, the salesman is particular to inform the customer clearly and fully about the merits of the goods. But ad copy is often dashed off without much thought and while space is filled, the store is not in any logical sense advertised. In a proper and practical definition of the term this is not advertising but bungling with words, and bungling is not a very good sales booster. But progressive stores everywhere, in cities and towns large and small, print the message of their stores as clearly and as interestingly as they know how. Naturally in these stores the ways and methods of type and the printed appeal are forging ahead faster. Work not luck is the answer and here are five good reasons why it pays to advertise.

Take the Frederick Loeser & Co's. advertisement as a first illustration. It is the product of a good adman and features in a whole newspaper page the attractive wares


$1 DOLLAR DAY TOMORROW AT THE OUTLET

Our Housefurnishing Store Comes to the Front With Sensational Merchandise Values for $1

Dollar Day will prove an exceptional day for housewives to replenish their kitchen needs, particularly those anticipating the many requirements for their down river summer homes. Here are opportunities to save from One-Third to a Half on Every Dollar You Spend. Remember Dollar Day is for Tuesday Only

No Mail or Phone Orders Filled On These Advertised Items

Garbage Cans $1

Building Combination $1

Ice Cream Making Combination $1

An Easy-to-Handle Floor Mop $1

Long Handle Axes $1

Bath Seat $1

3000 Pieces Extra Heavy Quality Pure Aluminum Ware $1

You Choice, each

All White Enamelware $1

Meat Grinders or Choppers $1

52 Imitation Cut Glass Punch Bowl Sets $1

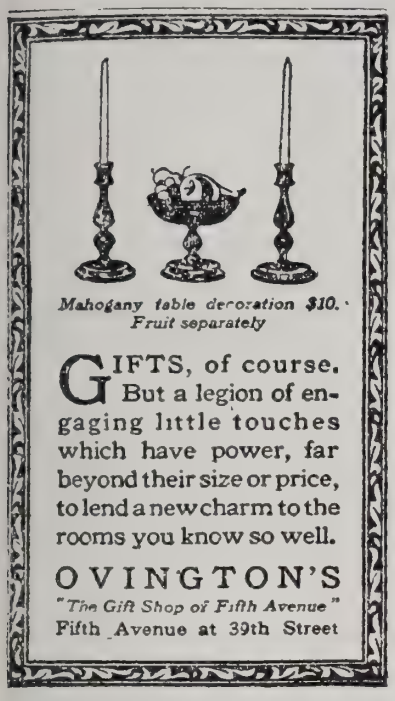
Dinner Ware $1

Combination Set of Six Water Tumblers and Set of Five Glass Mixing Bowls $1

36 Pieces of Table Aluminum Ware All for $1

The Outlet Company

which Lee Moses, buyer for china, glassware and lamp departments has carefully selected. A study of this ad will show an attractive layout. The illustrations are grouped to give the page balance and serve the more im-



portant purpose of picturing the attractive quality of the merchandise by conveying a good idea of the shapes and patterns. These are all important points but not the most important. The key to the big pulling power, the sales volume created by this particular advertisement may be read in the three headlines. And if the headlines are not read the prices enumerated will certainly be and they, in combination with the descriptions of the various items, will clearly repeat the same thing even more convincingly. And this appealing suggestion is—values. A good range of prices are given for housewives to think about and a description of the goods and the attractive cuts all go to form a strong and irresistible invitation to buy—now and at this sale.

In the advertisement of The Outlet Co., Providence, R. I., for which Harry M. Hall is buyer of china, glassware and house-furnishings, we have a strong and snappy illustration of a special one-price sale. The headline is bold and the pictures are big enough to stand out clearly in the full newspaper page, from which this reduced copy is made. In looking at this ad, the fact that here is a page of seasonable and much wanted items which every housewive is more likely than not to need, the big idea is driven home. This idea is read in the headline. It is distinctly a price appeal but the illustrations convey a pretty fair idea that unusual values are afforded by this sale at a popular price. Enumerating, as it does, a good range of items in housewares, limited for one day only, it is not very difficult to comprehend that this store message was a big sales builder.

Sounding a different note and presenting a sharp contrast to the foregoing ads is the small space store message of Ovington's, for which R. Schlenker is the buyer of the console sets pictured in this particular newspaper advertisement, scaling 2 inches wide and 3½ inches in depth. While this is a small space, the very effective manner in which the space is utilized, not only to puts across a dignified and distinctive message but to illustrate attractive merchandise with price, should prove an object lesson to many merchants who use small space. This ad is educational in character and the feeling or tone conveys the subtle impression that most readers will associate with the exclusive and more fashionable shops. There are not very many words in this attractive little ad but the words used have been very carefully chosen and set up in large display type. This is a very effective example of the prestige building ad which is easy to read and to remember and serves the dual purpose of gift intrepretation and making widely known the Ovington name and its direct connection with the distribution of gifts on America's most famous shopping thoroughfare.





Indentical in size with the above the small newspaper ad of Bloomingdale Bros. department store makes use of original and piquant sketches to attract the eye and to tie up a single item by illustrating the item as part of the drawing; in this par-

(*Continued on page* 80)

Merchandise Fair a Mecca For Buyers

With Over 700 Firms Having Signed Contracts for Space and With Prospect of 50,000 Visiting Buyers from All Sections of the Country, First National Commercial Fair is Assured of Success as Opening Day Nears

WHILE many comparisons have been drawn between the first American fair and the expositions of Lyons, Prague, Leipzig and Nizhni-Novgorod and other old-world fairs, it is not necessary to cite the success of these century-old affairs or to use their advantages as a prop to support the biggest merchandise event ever held in this country. We believe the fair which opens at the Grand Central Palace and the Seventy-first Regiment Armory next Monday and which will continue until the 25th, will quickly and conclusively show that a central grouping of the displays of representative wares will not only prove of great educational value but of economic value as well.

For the first time there will be brought together for their inspection a broad, comprehensive and representative showing of such merchandise as distributors in the dry goods and department store field are ready to purchase for the ensuing season. The period of the year that has been selected for the event is furthermore propitious. It is, indeed, the time when buyers of merchandise for distribution come to the New York market in great numbers from all sections of the United States. Undoubtedly the influx of buyers will be vastly increased by the desire to visit the Fair and take advantage of the opportunities it will offer.

Planned for the Benefit of Retailers

Numerous retailers and also several of the State Retail Dry Goods Associations and other retail bodies have expressed their interest in the Fair and are giving to it their cordial support and indorsement. It is but natural that this should be the case, seeing that the Fair has been planned for the retailers' benefit

From another standpoint also the Fair is a retailers' proposition. The idea of holding such an event originated with the National Retail Dry Goods Association, and the Fair has been planned and will be held with the aid and co-operation of that body, together with the National Garment Retailers' Association.

Lew Hahn, Managing Director of the National Retail Dry Goods Association, and other officials of his organization and of the National Garment Retailers' Association conceived the idea that the European fair might be adapted to the American markets, and the proposal has brought up at various times in recent years. Three months ago the two associations decided to try the idea, and they are making their preparations on a vast scale, with more than $250,000 already spent on their plans.

Booths to Provide Attractive Displays

The entire Grand Central Palace and the Seventy-first Regiment Armory have been leased for the event, and hundreds of workmen have been rushing to finish the erection of booths and to place mural and other decorations, which have been planned on a lavish scale. There is a strong competition among the exhibiting manufacturers and the wholesalers to make their booths most attractive and pleasing to the eye, because those who are to be admitted to the two buildings are authorized to buy goods for hundreds of stores and shops serving millions of consumers.

"I cannot even guess at the amount of goods that will be sold to the department store buyers at this fair," said Mr. Hahn. "I don't think any man could give an estimate because this is the first time we have tried this idea in America, but I think the fair will be a success.

"I don't think it is safe to say that during the fair this city will see the largest volume of business since the slump. Contacts will be established between manufacturers and wholesalers on one side and buyers on the other, and the consequent business undoubtedly will be very large.

Special cars in trains between this city and Boston and other large cities will be set aside for the use of buyers on their way to the fair, and there is a possibility that special trains may be run if many of the

CHINA, GLASSWARE AND LAMPS

Corning Glass Works
The Jefferson Co.
Wm. R. Noe & Sons
Will & Baumer Candle Co.
Gudeman & Co.
Art Reproduction Co.
Edmondson Warrin
Beardsley Studios
Art Metal Works
Spring Valley Wood Prod. Co.
Maryland Glass Co.
New Martinsville Glass Mfg. Co.
Columbia Wax Works
Fulper Pottery Co.
Ebeling & Reuss
Zuckerman & Lieberman
Art Industries, Inc.
Julius Schmit

HOUSE FURNISHINGS

Chas. Zinn & Co.
National Picture Frame & Art Co.
L. Goldsmith & Son
Usona Products Co.
Bellaire Enamel Co.
Reliance Picture Frame Co.
Victor Aluminum Mfg. Co.
A. Leipzig, Inc.
A. Kreamer
E. W. Hardesty
Metal Packing Corp.
J. Evanson & Son
Sibulkin Bros.
S. Blickman
Francis Leffler
Gem Phonograph Co.
Everts & Zuver
Brilliantone Steel Needle Co.
Nichthauser & Levy
Snow White Products Co.
Leo Schlesinger
Universal Ash Tray Co.
American Crayon Co.
Warner & Peper Co.
Foster Screen Co.
Beh & Co.
Pictorial Soap Co.
Landers, Frary & Clark

buyers decide to make their trips for the opening of the fair next Monday. One department store in Boston will send 150 buyers, and other stores in that and other cities will send parties almost as large. Frederick Atkins, a resident buyer representing stores and specialty shops in many cities, reported to the fair managers that his lists carried the names of about 1,000 buyers who are to attend the fair, and the Retail Research Association has 700.

Most of the hotels have posted special rates for the buyers, and the Hotel Association of New York is co-operating with the Fair managers in plans for caring for the large number of expected visitors. Many special entertainments are to be provided.

Every buyer for the department stores in this city will be at the Fair. One department store in this city has asked for passes for 162 buyers, and several others have sent in 150 names of men and women who have authority to place orders at this Fair for delivery from factories.

Attendance at the Fair in both the Grand Central Palace and the Armory is to be limited strictly to authorized buyers of department stores and shops, and exhibitors.

"Here is a pile of letters from manufacturers and wholesalers who have no exhibits in the Fair, but wish to send representatives to observe," said Mr. Hahn, "and the invariable reply to all of them, no matter who they are, is that they will not be admitted. It would not be fair to exhibitors to permit non-exhibitors to have easy access to the hundreds of buyers who will be in these buildings."

Mr. Hahn said that if the first fair is successful, undoubtedly at least one would be held each year, and possibly two—one in Mid-Summer and one in the Spring.

All the floors of the Grand Central will be used in the exposition. On the first floor will be dry goods, on the mezzanine will be house dresses, etc., and on the third floor will be art needlework, perfumes and toilet articles, jewelry, silverware, leather goods, etc. On the fourth floor will be sporting goods, lamps and glassware, rugs, household utensils, curtains and draperies, toys, gift merchandise, stationery and hand luggage.

Five Day Convention a Feature

Plans are now being rapidly completed for the midsummer convention of the National Retail Dry Goods Association, to be held during the first week of the fair. This will be held on the sixth floor of the Palace and will last for five days.

Lew Hahn, managing director of the fair, recently announced a partial list of the speakers. These include Senator William M. Calder, New York; Senator G. M. Hitchcock, Nebraska; Professor Donald David, assistant dean, Harvard Graduate School of Business Administration; O. E. Klingamann, director, Extension Division, University of Iowa; E. J. Henning, Assistant Secretary of Labor; Alvin E. Dodd, manager Department of Domestic Distribution, United States Chamber of Commerce, and J. R. Duncan of Fowler, Dick & Walker, Evansville, Ind. The list will be added to during this week. The indications are that the convention will be one of the most important ever held by the association, coming, as it does, during the fair. It is expected to bring many members to the sessions who otherwise would stay at home.

There will be more than four hundred manufacturers and wholesalers displaying their products in the Palace building, where merchandise that is sold in department stores will be on view. The exhibitors come from all parts of the United States, and practically every line is represented. As a result, many new lines will be opened to buyers. The Fair awaits you!

The Tariff on Earthenware and Glassware

While Senate action is not yet complete and many more changes are very likely to occur before the schedule is finally put through, indications just now support our predictions made back in June that a cut in the rates then approved would in all probability be adopted before the schedule of duties reached its final form. Schedule 2, covering earthenware, glassware and earths has been entirely re-written and the following resume gives the revisions up to date as recommended by the Senate Finance Committee.

The Finance Committee had in part rewritten the paragraph covering common yellow, brown or gray earthenware. The House had provided a flat rate of 20 per cent ad valorem on the entire paragraph. As reported by the Senate Finance Committee, the paragraph read as follows: "Common yellow, brown or gray earthenware made of natural, unwashed and unmixed clay, plain or embossed; common salt-glazed stoneware; stoneware and earthenware crucibles; all the foregoing not ornamented, incised, or decorated in any manner, 25 per centum ad valorem; ornamented, incised or decorated in any manner and manufactured wholly or in chief value of such ware, not specially provided for, and Rockingham earthenware, 40 per centum ad valorem." As adopted by the Senate the first-named rate of 25 per cent ad valorem was reduced to 15 per cent and the 40 per cent was reduced with respect to other than Rockingham earthenware to 20 per cent. Rockingham earthenware was given a rate of 25 per cent ad valorem.

The Senate rejected the 50 per cent minimum provided in the paragraph covering plain green or colored, molded or pressed, and flint lime, or lead glass bottles, vials, jars and covered or uncovered demijohns and carboys.

The Senate adopted a rate of one-half per cent per pound on crude magnesite, instead of 5/16 of 1c. per pound as recommended by the committee; three-fourths of 1c. per pound on caustic calcined magnesite, instead of five-eighths of 1c. per pound as reported by the committee, and three-fourths of 1c. per pound on dead, burned and grain magnesite, not suitable for manufacture into oxychloride cements, instead of four-tenths of 1c. per pound as recommended by the committee.

Potters Convene at Trenton

United States Potters' Association Meet in Summer Convention to Discuss Wage Schedules in Two-Day Session With Fifty Manufacturers Present.

CLOSE to fifty potteries were represented, when Frank P. Judge, Jr., President of the United States Potters' Association, called the epening session of the organization's summer convention to order at eleven o'clock last Wednesday morning, August 2nd, at the Stacy-Trent Hotel, Trenton, the city where the association was founded in 1875. The manufacturers arrived by special car from Pittsburgh the same morning, and after being received by the reception committee, made up of Trenton pottery manufacturers, headed by Chas. Howell Cook, of the Cook China Co., they immediately repaired to the ball room of the hotel for the meeting.

Those present at the meeting were: Edwin M. Knowles, Edwin M. Knowles China Co.; Jas. I. Lore, Albright China Co.; Wm. H. Griggs, Anchor Pottery Co.; Mr. Slobodkin, Boston Pottery Co.; Geo. A. Bauer, Edwin Bennett Pottery Co.; W. C. George and W. A. Shaw, Canonsburgh Pottery Co.; Chas. Howell Cook, Jas. Turner, Cook China Co.; Guy E. Crooks, Crooksville China Co.; W. E. Brown, East Liverpool Potteries Co.; Ray Y. Cliff, French China Co.; W. S. George, W. C George, W S. George Pottery Co.; Wm. H. Tams, Greenwood Pottery Co.; Malcolm W. Thompson, Hall China Co.; A. G. Dale, International Pottery Co.; Homer J. Taylor, Knowles, Taylor & Knowles; Harry A. Brown, Lenox Inc.; C. A. May, D. W. Scammell, Maddock Pottery Co.; Hugh L. McNicol, D. E. McNicol Pottery Co.; T. A. McNicol, T. A. McNicol Pottery Co.; Marc Solon, Mercer Pottery Co.; F. W. Morris, Morris China Co.; F. P. Judge, Jr.; National China Co.; E. L. Torbert, B. E. Salisbury, Onondaga Pottery Co.; C. W. Foreman Owen China Co.; Geo. C. Mitchell, Thos. B. Anderson, Pope-Gosser China Co.; L. B. McNicol, Potters' Co-operative Co.; F. W. McKee, Salem China Co.; Ray Y. Cliff, Saxon China Co.; J. M. Horton, Sebring China Co.; Chas. L. Sebring, Sebring China Co.; D. Smith, Smith-Phillips China Co.; Geo. C. Thompson, Dale D. Thompson, C. C. Thompson Pottery Co.; John A. Campbell, Van Pottery Co.; and Chas. F. Goodwin, secretary of the association.

The trade press was represented by: J. M. Hammer, of China, Glass and Lamps; Howard R. Handy, of the Pottery Brass and Glass Salesman and F. Calvin Demarest, of the Crockery and Glass Journal.

President Judge said among other things, in his brief opening remarks, that the membership of the association in answer to letters sent out as to the advisability of holding a summer meeting, and when it should be held, had been almost unanimous in their replies that there should be a summer convention held this year, and that Trenton was the place to hold it. The topics most important to the association at this time he said, would be discussed during the course of the various sessions, namely, the tariff and the propositions submitted by the National Brotherhood of Operative Potters and that reports from the recently appointed Research Committee would be another interesting feature of the meeting.

Chas. Howell Cook then welcomed the members to Trenton, saying that he expected to have the Mayor of Trenton present, to turn over the key to the city to them, but regretted that at the last moment he was unable to come. He then outlined the entertainment that had been prepared for the organization. A vote of thanks was given by the members of the association to Mr. Cook, D. W. Scammel and other members of the Entertainment Committee in Trenton, for the arrangements they had made for their amusement.

President Judge next called for reports from the Research Committee. The first report was made by Thos B. Anderson of the Pope-Gosser China Co., on "Kiln Firing" which treated of the results of a system for firing, installed for their concern, by the National Products Co., East Liverpool, O. The report was received with much interest and brought forth many questions for Mr. Anderson to answer. Dr. A. V. Bleininger, ceramic engineer for the Homer Laughlin China Co., then read a paper by Harry Walker, also with the same company on "Kiln Dirt," followed by another on "Pottery Cases," by Samuel B. Larkins of the National China Co., and one by John S. George of the W. S. George Pottery Co., on "Lawns." These reports were also followed by the closest attention and by the questions asked at the conclusion of each one clearly showed that the "Research Committee" was destined to be a valuable addition to the activities of the association in its service to its members. This ended the morning session and recess was taken for lunch.

Wednesday Afternoon Session

"Cones" by John S. George of the W. S. George Pottery Co., was the subject of the first paper read by Dr. Bleininger at the opening of this session, followed by one on "The Use of Cobalt Sulphate" by Ira A. Sproat of the Sebring Pottery Co., who also touched on the subject of New American Clays.

Dr. Bleininger then read a paper prepared by himself, on the "Moisture Content of Materials." This also proved to be a subject of vital interest to the potters and resulted in a discussion of some length. When the final paper and resultant discussion came to an end, the members went into executive session, to discuss the tariff. Adjournment was taken at 5:45 for dinner, an evening session having been decided upon for the consideration of the propositions submitted by the National Brotherhood of Operative Potters as follows:

(1.) That committees be appointed to fix a price on all sizes of coupe soup moulds and all other unlisted articles.

(2.) That casters be paid the prevailing wage paid to jiggermen for putting in new and throwing out old moulds.

(3.) That the casting price of 48's Rocaille Jugs be increased from 23c to 26c per dozen.

(4.) That jiggermen be paid for changing and oiling all moulds both old and new.

(5.) The following basis is submitted for the purpose of working out a four-way system of paying for jiggering and finishing ware, in accordance with the action of the 1921 conference:

e of ticle	Name of Article	Batterout Per 10 doz.	Mouldrunner Per 100 doz.	Plusage Nov. 3, '21
in.	Plates	.70	.65	40%
in.	"	.75	.70	"
in.	"	.80	.75	"
in.	"	.95	.90	"
in.	"	1.00	.95	"
in.	Deep or Coupes	.75	.70	"
in.	"	.80	.75	"
in.	"	.85	.80	"
in.	"	1.00	.95	"
in.	"	1.10	1.05	"

Outside Nappies, 5 in., 6in., 7 in., 8 in., Batterout, $1.67; Mouldner, $1.62; Finisher, $2.00; Clay, 17½c.; Jiggerman, $4.52½ 100 doz. plus 40 per cent.

me of rticle	Batterout Per 100 doz.	Mouldrunner Per 100 doz.	Plusage Nov. 3, '21
in Saucers	.57	.55	40%
stoon Saucers	.57	.55	"
tmeals, 30s. 36s.....	.57	.55	"
l. Butters	.54	.52	"

(6.) That all finishers, male and female, regardless of rionship, shall be employed, discharged and paid by the firm.

(7.) That the following shall prevail in determining extra n cups from ordinary thin cups; any cup weighing less than following scale to be classed as extra thin:

Capacity	Weight
8 ounces	4 ounces
7½ ounces	3¾ ounces
7 ounces	3½ ounces

(8.) That committees be appointed to work out a size list sed on block mould measurements.

(9.) That dishmakers be paid the prevailing wage paid to germen for moving old and new moulds, and for putting in w flags and putting out old flags.

(10.) That manufacturers provide improved stove rooms for hmakers when convenient to do so.

(11.) That dishmakers be furnished clay on their benches e of charge when working without a helper.

(12.) That saggermakers be relieved of the running out of en saggers.

(13.) That the cubic foot measurement for a kilnman's day reduced from 162 cubic feet to 152 cubic feet in glost, and m 200 cubic feet to 190 cubic meet in bisque.

(14.) That 304 cubic feet in glost and 380 cubic feet in bisque ll be recognized as a kilnman's day; journeymen to be paid the rate of $5.80 per kilnman's day and bench boss be paid the rate of $7.00 per kilnman's day, with a recommendation t one kilnman's day be considered a day's work.

(15.) That flat ware from the first ring of bisque kilns be arated from the flat ware from other parts of the kiln before ng to the dipper.

(16.) That women kilndrawers be paid on the following cubic t basis for drawing kilns: 25 cents for 100 cubic feet for st kilns and 27 cents per 100 cubic feet for bisque kilns.

(17.) That all ware be dusted for piece work gilders at ense of firm.

(18.) That the day's work rate for gilders and liners shall 75 cents per hour.

(19.) That the earnings of the printer and crew shall be ided as follows: 55 per cent to the printer and 38 per cent the remainder of the rubber.

(20.) That the day wage rate for a printer and his crew shall $10.00 per day of eight hours.

(21.) That committees be appointed for the purpose of adopti a uniform count for printers and their crews.

(22.) That the day wage rate for calcomania workers shall 50 cents per hour.

(23.) That gilders be paid 4 cents per dozen for all scheme ndles except cup handles.

(24.) That all packing either with or without straw shall be ne by recognized packers.

(25.) That increases be granted in the wage scale equivalent the reductions that went into effect August 11th and November 3, 1921.

(26.) That the day wage rate for clay ware making shall be 8 cents per hour.

(27.) That two and one-half per cent shall be considered an essive loss for all clay workers, where the maker is not at fault.

(28.) That no employee shall be discharged for other than or workmanship, unless the firm can give sufficient reason to the local union under whose jurisdiction the discharged employee working.

(29.) That all potteries suspend operations at noon on Saturd, and pay not later than noon on pay day.

(30.) That a standing committee be appointed for the china de East of the Alleghany Mountains; the committee to meet in Trenton, N. J., to settle grievances from china potteries only.

(31.) That not more than eight hours shall constitute a day's work in general and china ware potteries, said work to be performed between the hours of 7 a. m. and 12 m, and 1 p. m. to 4 p. m.

Thursday Morning Session

At the Thursday morning executive session, the members listened to an interesting address by Chas. M. Donley of Pittsburgh, traffic advisor to the organization.

The association decided to enter further protest against the proposed revisions of valuation scheduled by the railroads, declaring that the old valuation on pottery should be continued.

A delicious luncheon was served for the members at the Trenton Country Club on Thursday following which they were taken on a tour of inspection to the plants of Lenox Inc., and the Mutual China Co.

The Banquet

A banquet was served at 7:30 o'clock Thursday night at the Stacy-Trent Hotel, the special features of which were the Pottery manufacturers own W. Edward Wells, presiding as toastmaster in his characteristic style and an intensely interesting address by the Hon. E. C. Stokes, ex-govenor of New Jersey, also a short address by B. E. Salisbury, first vice-president of the association. Things were kept moving at a lively pace during the serving of the delicious menu by the stories of David C. Griffith, and a fine musical program by the St. George Glee Club. Then there was the presentation, with all the dignity and ceremony that goes with such occasions of a stovepipe hat, of the vintage of the early sixties to " Jimmie " Mulherrin—an old time Trenton potter, and former member of the Labor Committee, who is now the United States Marshall for the State of New Jersey.

It was hovering pretty close to the hour of twelve when the banqueters filed out of the dining room with the feeling that Trenton had been a wise selection for holding the summer convention.

Glass Wage Conferences Progress Slowly

The conference between the National Association of Manufacturers of Pressed and Blown Glassware and the American Flint Glass Workers' Union, now being held at the Marlborough-Blenheim Hotel, Atlantic City, N. J., has been making very slow progress thus far.

The Pressed Ware Department which was first on the schedule of conferences, after a three days' session, failed to arrive at a settlement, with the result that the workers will continue to work on last year's scale pending a settlement later. The Machine Pressed Department also failed to reach an agreement, and last year's scale will be continued until a settlement can be made in the early future.

The Shade and Globe Department, not arriving at a decision, adjourned to meet in Pittsburgh in September.

The Lamp Chimney Department adjourned as well, without making a settlement. A Committee of three from each side was appointed by the manufacturers and workers to investigate conditions existing in the chimney trade. These committees are to meet in the near future and report their findings and recommend, if deemed advisable, some legislation that would promote the interest of this branch of the industry. (*Continued on page* 80)



A Three Hundred Thousand Dollar Trainload of A B C Electric Washers!

Sets a New World's Record. Another Example of A B C Popularity Everywhere

The unrivaled values offered by the latest model A B C Electric Washers have captured the country! Dealers are breaking all records. They report that the A B C is the best-selling line of washers on the market.

As a result, A B C's are not only being ordered by carloads, but by solid trainloads, too!

Consisting of 35 cars loaded with considerably more than 2,000 A B C's—three hundred thousand dollars' worth—the last trainload left Peoria on July 1st. *This was the largest shipment of washers ever made in the entire history of the industry.*

It went to A. A. (Washer) Wilson of Los Angeles. For years he has retailed and distributed the A B C Line in Southern California. Mr. Wilson operates eight retail stores himself.

A short time previous, another trainload was shipped to the Morton Electric Co., retailers and distributors of A B C's at St. Louis.

These trainload shipments clearly indicate what veterans in the business think of the A B C.

And the A B C is meriting such faith. Just recently, to cite one example, 706 A B C's were sold in thirty days at Philadelphia, by a single dealer.

If you want to get into the washing machine business *right*, investigate the A B C Line.

It includes the three popular types, dolly, oscillating and reversing cylinder. The price range, $55.25 to $150, provides a washer for every prospect's purse. It is a line upon which to concentrate.

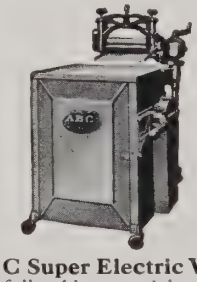
Get our proposition at once. You can bank on it as a winner! Liberal profits. Real co-operation. Wire or write today!



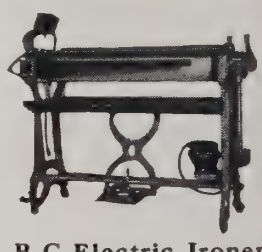
A B C "Alco" (dolly-type) Washers. Single and double tub. Power and electric.
$55.25 to $106.25



A B C Oscillator, full 6-sheet size, copper tub. Greatest value ever offered in electric oscillators.
$99



A B C Super Electric Washers, full cabinet models, are the finest washers on the market.
$135, $150



A B C Electric Ironers. Equipped with motors or to be operated by A B C washers.
$113, $145

All prices quoted are retail, east of Colorado

ALTORFER BROS. COMPANY, Peoria, Illinois

Pioneer and Leading Makers of Washers and Ironers

New York San Francisco Brantford, Canada

How's Business?

The voluntary idleness of almost one million men conerned in the railway and coal strikes is the big cloud on he business horizon at this writing. The scarcity of uel has come to be sorely felt in many lines of inustry and the rail strike is daily adding to the congeson of shipments. As the crop movement is beginning, his adds another complication to the situation, and trade uying is done with caution and for immediate needs. 'rade and industry is in splendid shape and a pronounced orward stride would be evident but for the labor situaon, which has thrown a wrench in the business mahinery of the Nation. Industry feels the effects of ounting prices of fuel, collections are slower and failres slightly larger is the report of Bradstreet's weekly urvey.

In the East

In New York the crockery and glassware and allied ades is fair. A good many retail buyers are in the arket and while orders are not being placed in large mounts, the visitors are looking over the new lines with good deal of interest. Business in the west and southest is affected by the rail strike and this is holding up uch business. Retail trade is fair and prices in many nes are easing up. In Boston retail trade is quiet, but ollections are fair. Philadelphia reports retail trade as air, building active and collections improving. In Newark trade is good, collections fair and real estate arket active. Pittsburgh reports that rail and coal rikes are slowing down business and small retailers are mplaining of small sales volume, but large stores say siness compares favorably with last year. In Buffalo reet railway strike continues, but jitney service is adeuate to handle public. Retail trade is good, collections ir and building continues brisk.

In the West

In Chicago scarcity of fuel and rail strike is curtailg business activity in nearly all lines. A large number f buyers are expected to attend the Interstate Merants' Council and Pageant of Progress and the Chicago erchandise Fair which opens this week. Retail distriation of merchandise is fair and mail-order sales exceed ose of last year. Cincinnati reports that trade is fair, uilding active and collections slow. In Detroit retail ores report a notable increase in business since April 1, id say that the strikes are the only disturbing factors. uto industry in good shape, but beginning to feel effect coal strike, but collections are very good. Kansas City ports that retail trade is fair, but is affected by strikes. St. Joseph trade continues quiet, crop prospects are od, but collections slow. St. Louis reports that strikes e having a more pronounced effect on trade and instry, but crop prospects are good and collections fair. Milwaukee trade is quiet, building active and strikes ve not seriously affected business as yet, but reports of w collections are general. Omaha reports that trade only fair and strike situation has affected business, but at crop reports are good, and collections fair.

In the South

In Baltimore rail transportation is still adequate, but strikes are affecting business in general. Department store trade and large retailers report trade as quieter, but comparing favorably with last year. Charleston reports that trade is fair, but is somewhat behind previous weeks and reduced sales do not seem to increase buying appreciably. Manufacturing is active and collections fair to slow. In Atlanta business shows improvement, 140 cotton mills reported running on full and some on overtime. Birmingham reports that car shortage is serious, retail trade quiet and collections fair. In New Orleans retail trade is quiet, crop prospects good and collections slow. Dallas reports that retail trade is fair with many sales featured, crop prospects good but collections slow.

On the Pacific Coast

In San Francisco retail trade is good, fruit moving well and collections fair. Seattle reports trade as fair, with improvement in many lines, building continues active, crop prospects good and collections fair.

In Canadian Cities

In Montreal trade is fair, but retailers are buying with caution, crop prospects good, but collections continue backward.

Retail Sales in June Show Gain

For the third successive month sales by department stores show an increase in June, says the monthly review of credit and business conditions issued by the Federal Reserve Bank of New York, in this district, the sales of mail order houses increased 10 per cent, and chain store sales 12 per cent compared with the same month of last year. The dollar value of June sales remains unchanged according to sales by 122 wholesalers.

With regard to the department store situation the review says:

The increase was 1 per cent, but this is considered by merchants to indicate better trade conditions, as the weather during the month was not conducive to large sales. In New York City there were nineteen days of rain during June. Sales were better in New York City than elsewhere in the district and most of the larger stores in up-State cities reported minor declines in the value of sales.

Department store sales have improved steadily since the first of the year and total sales during the first six months of 1922 were, in spite of price changes, only 2 per cent below those of the first six months of 1921. Sales by the sixty-four stores that report to this bank were as follows:

	1921.	1922.
May	$31,694,000	$32,832,000
June	31,631,000	31,946,000
Jan.-June (inclusive)	183,377,000	179,553,000

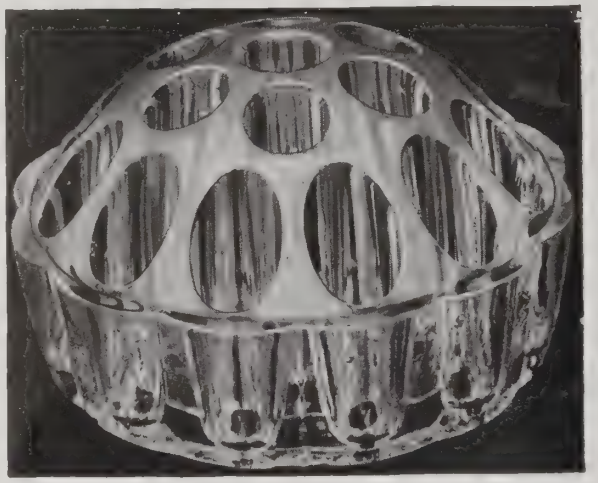
The average amount of each transaction, as reported by stores that maintain such records, was $1.91 in June, 1921, and $1.86 in June of this year, a decline of 2.6 per cent. The number of transactions, as reported by these stores, increased 4 per cent this year.

Sales by mail order houses were 10 per cent larger than last June, a somewhat less favorable report than that made

"The Japana Way"

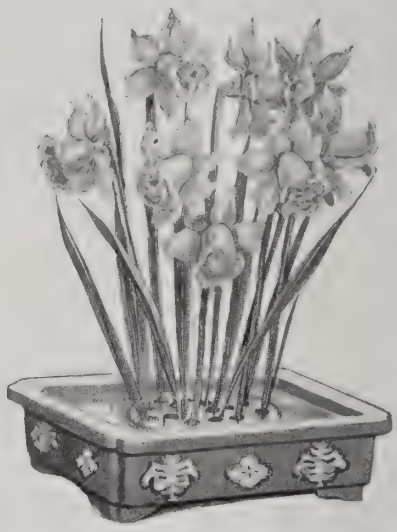
Is Nature's Way!

A Few Flowers and
Leaves—No Crowding



Our Dome Shape "Japanese" Cut Flower Holder
(Patented)

Simplicity in floral arrangement is a jewel seldom found, although it is nature's first step in art



"Japana" Cut Flower Holder
(Patented)

Circulation of Water Keeps Flowers Fresh

Just Out—Another "Japana" Special—Colonial Buffet Set



What could be more charming and satisfactory than a table set for luncheon with its exquisitely perfect linens and its centre piece of pure white with candles and flowers matching the color scheme of the room, accentuating, as it must, the dignity and good judgment of the hostess.

Our Colonial Buffet Set In White

The Japana Specialty Co.

Originators and Manufacturers

GRAND HAVEN -:- MICHIGAN

during May, when the increase was 18 per cent. Detailed figures are shown in the following table (June, 1921, taken as 100):

	Monthly sales (in percentages).		Sales Jan. 1 to June 30 (in percentages).	
	June, 1920.	June, 1922.	1920.	1922.
All dept. stores	107	101	105	98
New York	110	102	109	99
Buffalo	103	99	97	91
Newark	105	96	103	98
Rochester	98	95	93	94
Syracuse	110	98	103	93
Bridgeport	116	93	112	90
Elsewhere	104	101	101	99
Mail order houses	137	110	152	99

The value of the stock held by the reporting stores on July 1 at the retail price was $100,000,000, an increase of 1 per cent over that held on the same date last year. A small increase in the value of the stock during the first six months of this year coupled with slightly smaller sales has resulted in a somewhat slower turnover of stock. The annual rate during the first six months of the present year has been 3.5 times, as compared with 3.7 times last year. Stores that sell apparel exclusively have a much more rapid rate of stock turnover, and during the first half of the year turned over their stock at the rate of five times a year.

Merchants are beginning to place fall orders freely, although the bulk of fall buying normally occurs in August and September. Outstanding orders on July 1 amounted to 5.2 per cent of the total purchase during the previous year, as compared with a figure of 6.2 per cent on July 1, 1921.

Discussing the situation among wholesale dealers the review says:

This is the third month this year that sales have been nearly equal to those of the corresponding month of 1921. The volume of sales during the first half of the present year was 2 per cent below sales for January to June, 1921. The figures are given by commodities in the table, in which 1921 figures are taken as 100 per cent and sales in other years shown as percentages of 1921 figures.

Ohio Believes in Retail Selling Education

The State of Ohio has, according to the National Society for Vocational Education, developed an extensive program in part time retail selling. Ten cities in the State, employing sixteen instructors of retail salesmanship with approximately 1,000 students enrolled is the record to date. Two types of classes are arranged for, one being co-operative classes for seniors and juniors in schools who desire to enter the mercantile field upon completion of their high school course and a second class for salespeople who are at present employed in store work.

Business Briefs

Thomas Lawton, Southwest Harbor, Me., who was burned out during the Spring, has rebuilt and has reopened his variety store.

R. Earl Snapp, Greenville, Tenn., who has operated a grocery store for several years, has opened a 5 and 10-cent store.



"THE HOUSE OF CUPS AND SAUCERS"

Immediate Shipment
Attractive Prices

We carry full lines of

China Ware, Housefurnishing Goods, Baskets, Dry Goods, Toys and Novelties, etc.

TAIYO TRADING COMPANY
101 FIFTH AVENUE, NEW YORK

TAIYO TRADING CO., LTD.
79 Wellington St., West
Toronto, Canada

325 W. Madison St.
Chicago

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

A FORMER chain store buyer, L. Benedict, made his bow to the trade last week as buyer for Mandel's, Inc., New Haven, Conn., for whom he will manage a china, glassware, house furnishings and toy department to be opened in their new store now in the course of construction and which will be ready about September 1st. Mr. Benedict said the departments would occupy a space of 100 x 150. He returned here this week to put in the time buying toys.

John Ling, with Mandel Bros., Chicago, who is in town with one of his assistants placing orders, is very enthusiastic over the prospects of the second Chicago Exhibit of Glass, Pottery, Lamps and Housefurnishings to be held next February. Mr. Ling is Chairman of the Executive Committee of the Association in charge of the exhibit. He hopes to eventually make the show a second Leipzig Fair and believes that they made a good start in this direction. Last year, their first exhibit, was the biggest ever held in the trade.

Herbert Schulenburg, manager of the Ceramic department of the Palm Bros. Co., manufacturers of decalomania transfers, accompanied by Mrs. Schulenburg, who is also well known in the trade through her former association with the china and glassware department of Bloomingdale Bros. as assistant to Louis Klayf, is spending a delightful vacation at Saratoga Springs.

Harry Cunningham, formerly with O'Beirne Bros. & Lyons, is now in charge of the hotel department of The Marine Works, manufacturers of hotel and ship supplies, 25 Coenties Slip. Among the changes Mr. Cunningham is making is the extension of the china and glassware departments.

Jas. H. Shannon, china and glassware buyer for the Tilden-Thurber Co., Providence, R. I., was a visitor in New York last week placing fall orders. He also visited Trenton before returning home.

C. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., and Mrs. Blumenauer, sailed last Saturday aboard the Majestic for a European trip.

C. W. Kerr, secretary of the Huntington Tumbler Co., is a visitor in the city this week, visiting the concern's local agent, the Horace C. Gray Co.

C. L. Gaunt, secretary and treasurer of the Indiana Glass Co., accompanied by Mrs. Gaunt, were in the city for several days this week. Mr. Gaunt was here principally to confer with the Horace C. Gray Co., the factory's New York agents.

A. J. Strikow, treasurer and general manager of the Hopewell China Corp., Hopewell, Va., is very optimistic over future conditions of the pottery industry. He stated his plant had been in full operation since July 7th. He is contemplating a trip as far as Chicago in the interest of the concern.

Bernard G. Twitchell has been engaged as buyer for the Wise Smith Co., Inc., Hartford, Conn., taking the place of Jos. Bason, who recently resigned to go with the Palais Royal, Washington, D. C. Mr. Twitchell will have charge of china, glassware, lamp, trunk and luggage departments. Previous to this position he was general manager for the McCarthy D. G. Co., Woonsocket, R. I., for two years. Other connections prior to this were buyer for Callender, McAuslan & Troup, Providence, for six years, where he had charge of several other departments besides china and glassware, and buyer for R. A. McWhirr Co., Fall River, Mass., and J. Vorenberg Co., Boston.

Harry M. Leyland, with Justin Tharaud, Inc., is spending a two weeks' vacation with relatives in Canada.

Frank Challinor, of the United States Glass Co.'s local staff, is enjoying the sea breezes at Kenebunk Beach, Me., for two weeks.

A New Hotel Supply Firm.

Hogo Hart, formerly with L. Barth & Son, in charge of the concern's glassware department, has started a new hotel, restaurant and soda fountain supply concern, which will trade under the name of the Majestic Fountain and Restaurant Supply Co., with headquarters at 101 East 16th Street, where they occupy the store floor as a showroom and office. The firm will handle glassware exclusively.

R. H. Macy & Co. Acquire Realty

R. H. Macy & Co. have purchased the two four-story buildings at 551 to 557 west Thirty-fifth Street, 80x98.9. The property adjoins the site, 98.9x70, at the northeast corner of Eleventh Avenue and Thirty-fifth Street, acquired by the department store interests a couple of years ago for the erection of an eight-story warehouse from plans by Robert D. Kohn, who estimated its cost at $300,000. The property is a few blocks west of the $5,000,000 addition R. H. Macy & Co. plan to erect to their store at Broadway, Thirty-fourth and Thirty-fifth streets.

Importer Complains of Railroad Rulings

Lazarus & Rosenfeld, 14 West 23rd Street, have entered complaint to the National Council of Importers and Traders recently that the railroads are refusing to entertain claims in cases of imported merchandise which is shipped direct upon the steamer's arrival in New York to various customers throughout the country. The firm stated:

"It was our pre-war experience that where breakage or pilferage occurred in such cases, the carriers invariably settled on a 50 per cent basis of the claim. We believe that it would be of interest to all the members of the National Council if you could secure some definite information from the carriers regarding their methods of handling such claims."

The Council has announced that, at its request, E. S. Gregg, chief transportation division, Bureau of Foreign and Domestic Commerce, in Washington, is taking this matter up with the freight claim division of the American Railway Association.

Canton O., Store Elects Officers

At the annual stockholders' meeting of the Klein-Heffelman-Zollars Co. department store, Canton, O., the following officers were elected: Lewis R. Zollars, president; P. Sharke, and David Zollars, vice-presidents; Chas. B. Klein, secretary, and E. J. Heffelman, treasurer and chairman of the board.

Buyers in New York

JULY 27, 1922.

H. A. Martin, china and glassware, Smith, Patterson Co., Boston, Mass., Claridge.

R. S. Moore, house furnishings, T. J. Gill, china and glassware, Emery, Bird, Thayer Co., Kansas City, Mo., 25 Madison Avenue.

R. A. Conklin, house furnishings, china and glassware, W. J. Peppee & Co., Kansas City, Mo., Pennsylvania.

Paul Rogers, toys, house furnishings and china, A. Rosenstock & Co., Petersburg, Va., Martinique.

J. W. Waldorf, house furnishings, china and glass, Hoschild, Kohn Co., Baltimore, Md., 220 5th Avenue (F. Atkins).

W. W. Taylor, house furnishings, D. M. Read Co., Bridgeport, Conn., 404 4th Avenue (D. G. Alliance).

Mrs. W. A. Mueller, gift shop novelties, Sanger Bros., Dallas, Texas, 19 East 24th Street.

Miss M. E. Brennan, house furnishings, toys, china and glassware, Peoples Store Co., Tacoma, Wash., 23 East 26th Street (Knott).

JULY 28, 1922.

F. E. Fleischman, housefurnishings and toys. I. Freimuth, Duluth, Minn., care Morgan & Ahreans, 1170 Broadway.

T. J. Gill, china and glassware, Emery, Bird, Thayer Co., Kansas City, Mo., 25 Madison Street.

H. T. Zuzak, china, glass, housefurnishings and toys, H. T. Zuzak, Booneville, Mo., Commodore.

JULY 29, 1922.

J. Dunn, housefurnishings, Addison & Dunn, Baltimore, Md., McAlpin.

JULY 31, 1922.

W. Fergus, housefurnishings, Boston Store, Chicago, Ill., 44 East 23rd Street, Room 308.

F. A. Dodge, toys, Daly Bros., Eureka, Calif., 115 West 30th Street. Pennsylvania.

L. F. Woody, housefurnishings, H. C. Meacham Co., Fort Worth, Texas, 23 East 26th Street (Mdse. Reporting Co.).

C. A. Williams, housefurnishings, Williams & Shelton, Charlotte, N. C., Martinique.

N. H. Teass, china and glassware, Gray, Fried, Wright Co., Reno, Nev., care Kirby Block & Fisher, 352 4th Avenue.

W. D. Gilmore, china and glassware, Kaufmann-Straus Co., Louisville, Ky., care F. Atkins, 220 5th Avenue.

I. Halpern, housefurnishings and toys, Stix, Baer & Fuller, St. Louis, Mo., 1107 Broadway, 8th Floor.

A. Fishgall, housefurnishings, Sanger Bros., Dallas, Texas, 19 East 24th Street.

AUGUST 1, 1922.

Mrs. C. H. Vincent, toys, C. H. Vincent, Brady, Texas, Navarre, Room 624.

G. A. Dahlgren, house furnishings, Rothschild & Co., Chicago, Ill., 448 4th Avenue.

B. Warshawsky, house furnishings and toys, Sol Klein, Chicago, Ill., 370 7th Avenue (Munzer-Mann).

L. J. Hankler, house furnishings, toys, Elder Johnson Co., Dayton, O., 240 Madison Avenue.

Miss M. O'Rielly, gift shop goods, L. A. Crampton, house furnishings, china, glassware and toys, Harris, Emery Co., Des Moines, Ia., 1150 Broadway, Baer & Lilienthal.

L. J. Lynch, house furnishings, china and toys, J. Bacon & Sons, Louisville, Ky., 23 East 26th Street, W. T. Knott.

A. A. Bretton, house furnishings and toys, Shartenberg & Robinson, New Haven, Conn., 404 4th Avenue, D. G. Alliance.

I. Halpern, house furnishings and toys, Stix, Baer & Fuller, St. Louis, Mo., 1107 Broadway.

W. R. Hume, house furnishings, L. T. Huston, toys, Woodward & Lathrop, Washington, D. C., 370 7th Avenue, Room 1701.

L. G. Wesselman, housefurnishings, Bailey Co., Cleveland, O., 1372 Broadway, Affiliated Retail Stores.

G. Oransky, dolls and toys, Independent Mfg. Co., Des Moines, Ia., 1150 Broadway, Baer & Lilienthal.

Charles Seaburg, house furnishings, Trask, Prescott & Richardson, Erie, Pa., 23 East 26th Street, care Mdse. Reporting Co.

G. S. Serosy, house furnishings, Cole Bros., D. G. Co., Garnet, Kans., 116 West 32nd Street, care A. Fantl.

AUGUST 2, 1922.

J. H. Leh, house furnishings, H. Leh & Co., Allentown, Pa., Pennsylvania.

C. H. Almond, Jr., house furnishings, china and glassware, C. H. Almond Co., Lynchburg, Va., 116 West 32nd Street, care A. Fantl.

George O'Hara, house furnishings and kitchen ware, Shartneberg & Robinson Co., Pawtucket, R. I., D. G. Alliance, 404 4th Avenue.

A. B. Springstein, toys, O'Falk Dept. Store, Tampa, Florida, care A. Fantl, 116 West 32nd Street.

E. S. Carlson, house furnishings, R. H. White & Co., Boston, Mass., 432-4th Avenue.

J. T. Killen, toys, Union D. G. Co., Macon, Ga., 23 East 26th Street, Mdse. Reporting Co.

AUGUST 3rd, 1922

Eugene Tanke, housefurnishings, H. C. Tanke, Inc., Buffalo, N. Y., Pennsylvania.

W. M. Sporborg, mdse. manager all departments, D. B. Loveman Co., Chattanooga, Tenn., care Baer & Lilienthal, 1150 Broadway.

E. S. Kaufman, housefurnishings, R. H. White Co., Boston, Mass., 432 4th Ave.

E. R. Bell, toys, C. H. Almond D. G. Co., Lynchburg, Va., 120 West 32nd St., A. Fantl.

H. S. Chamberlain, toys, S. F. Iszard & Co., Elmira, N. Y., care D. G. Alliance, 410 4th Ave.

Business Briefs

The Variety Store, Inc., Aberdeen, Wash., has opened a new 5 and 50-cent store. A complete line of variety store goods will be carried and the store will be managed by L. F. McGirk.

The D. & H. Novelty Co., Kankakee, Ill., has been incorporated by C. H. Dick and F. B. Houpt of Kankakee.

C. H. Grant, head of the R. I. Brush Mfg. Co., Providence, R. I., died suddenly last week.



Headquarters for Housefurnishings

So many of the leading manufacturers of crockery, glass, house-furnishings, lamps, gift shop goods, dolls and toys have their New York sales offices in The Fifth Avenue Building that this building well deserves the name "Housefurnishing Headquarters."

A buying trip to "Housefurnishing Headquarters" means time and trouble saved. An entire season's buying can be done under one roof among comfortable and convenient surroundings.

Call first at the Office of the Building and get a directory of sales offices. You will be given every aid possible to make your buying trip through the building most profitable to yourself.

Clip out the page opposite and keep it for reference. You will find it contains a list of the leading representatives of the Housefurnishing line, all with offices in this building.

THE FIFTH AVENUE BUILDING

Broadway and Fifth Avenue, at Madison Square
NEW YORK

"More than an office building"

Whatever You Want is Here

		Office No.
A. & J. Mfg. Co.	Kitchen Tools	1051
Acme Manicure & Novelty Co.	Toilet Articles	657
Aetna Cut Glass Co.	Glassware	305
Alum. Goods Mfg. Co.	Aluminumware	656
Aluminum Prod. Mfg. Co.	Aluminumware	309
Aluminum Specialty Co.	Aluminumware	1051
American Casserole & Specialty Co.	Casserole Frames	1117
American Flyer Mfg. Co.	Toys	458
Am. Spec. Stamp. Co.	Enamelware	1051
Anderson Glass Co.	Mirrors, Lenses, etc.	823
Arterra Marble Works	Art & Gift Novelties	310
Artistic Artificial Fruit Co.	Art & Gift Novelties	310
Athens Glass Co.	Glassware	614
Atlas Shear Co.	Cutlery	Ground Floor
Balti. Enamel & Nov. Co.	Enamelware	1368
Bausch & Lomb Opt. Co.	Microscopes and Photo Lenses	1234
Beaver Valley Glass Co.	Glassware	614
Beistle Co., The	Toys	428
Belgrade Glass Co.	Glassware	206
Bellaire Enamel Co.	Enamelware	351
Bersted Mfg. Co.	Heating Appliance	Ground Floor
Blevin & Chandler	Stationery	355
Booths, Ltd.	Earthenware	319
Bradley & Hubbard Mfg. Co.	Art & Gift Novelties, Lamps & Novelties, Metal and wire goods	255
Braitling, Fred. K.	Toys	Ground Floor
Buckeye Alum. Co.	Aluminumware	Ground Floor
Buffalo Scale Co., Inc.	Scales	365
Burrowes Co., E. T.	Window Screens, Weatherstrips	659
Butterfly Box, The	Novelties	405
Cahoone Co., George H.	Jewelry	754
Carlova, Inc.	Toilet Articles	555
M. W. Carr & Co., Inc.	Metal & Wire Goods, Lamps & Novelties, Jewelry	508
Cass Co., N. D.	Toys	412
Central Flatiron Mfg. Co.	Flatirons	1051
Chase Metal Works	Metal Goods	1146
Chicago Met. Stamp. Co.	Enamelware	1051
Colebrookdale Iron Co.	Cutlery	Ground Floor
Commercial Decalcomania Mfg. Co., Inc.	China Decorating	1167
Consolidated Safety Pin Co.	Metal & Wire Goods	1146
Continental Import Co.	Toys	445
Converse Son & Co., Morton E.	Toys	254
Co-opera. Flint Glass Co.	Glassware	310
Cosin Co., The	Art & Gift Nov.	1063
Crooksville China Co.	Glassware	214
Deike & Saland	Aluminumware	309
Diamond Glassware Co.	Glassware	614
Dickinson, Inc., Ed. B.	China, Glass	319
Ditisheim Co., Paul	Jewelry	959
Ebenzer Cut Glass Co.	Glassware	319
Embossing Co., The	Toys	440
Enterprise Alum. Co.	Aluminumware	1051
Everts & Zuver	Aluminumware	1051
Excelsior Enameling Co.	Enamelware	459
Faber, Eberhard	Pencils	350
Faultless Caster Co.	Furniture Casters	
Faultless Rubber Co.	Toys	509
Fenton Art Glass Co.	Glassware	310
Fletcher Enamel Co.	Enamelware	1051
Fry, H. C., Glass Co.	Glassware	612
Gaertner, Rudolph	China & Earthenware	1167
Gallagher, P. J.	Plate Glass	1353
Geneva Glass Prod., Inc.	Glassware	401
Gibraltar Pottery Co.	China	415
Gibson Art Co.	Art Novelties	1144
Gilbert, A. C. Co.	Toys	207
Gill Bros. Co.	Illuminating Glassware	401
Gill Glass Co., Inc.	Illuminating Glassware	513
Girard Model Works	Toys	256
Gleason-Tiebout Glass Co.	Lighting Glassware	1419
Gould Mfg. Co., The	Toys	456
Graham, Charles E. & Co.	Toy Books	417
Gray Co., Horace C.	China and Glassware	310
Green, Stephen Co.	Art and Gift Novelties	355
Hammersley & Co.	Chinaware	319
Handel Co.	Lamps	212
Harcourt, Lyall	Electric Lighting Fixtures	416
Harrison Fix. Works, The	Lamps	1051
Hart Mfg. Co., H. C.	Cutlery	1051
Haviland, Theo., & Co.	Chinaware	318
Hellstrom, E. H.	Jewelry	351
Helsey, A. H. & Co.	Glassware	358
Henkel Co.	Cutlery	833
Hirsch-Malgood Co.	Ornamental Glassware	Ground Floor
Holt-Lyon Mfg. Co.	Egg-beaters, Cream Whips, Carpet Beaters	1117
Hopper Paper Co.	Writing Paper	1129
Hull, A. E., Pot. Co.	Pottery	214
Huntington Tumbler Co.	Glassware	310
Illinois Pure Alum. Co.	Aluminumware	809
Indiana Glass Co.	Glassware	310
Ingersoll, Robert H. & Bro.	Radium Indicators	456
Iona Cut Glass Co.	Glassware	305
Ironton Stove & Mfg. Co.	Gas Heaters	1051
Iroquois China Co.	Chinaware	305
Ives Mfg. Corp.	Toys	Ground Floor
Jefferson Glass Co.	Glassware	614
Jenkins, D. C., Glass Co.	Glassware	206
Jennings Silver Co.	Silverware	511
Kelmet Corp.	Toys	364
Kewaskum Alum. Co.	Aluminumware	309
Knapp-Hoagland Co.	China	415
Knapp, E. J., Candle & Wax Co.	Novelties	405
Knickerbocker, Silver Co.	Silverware	919
Knowles, Taylor & Knowles Co.	Pottery	614
Lancaster Glass Co.	Glassware	614
Landers, Frary & Clark	Household Hardware	652
Landers Co., Inc.	Toilet Articles	555
Leo Knight Lens Co.	Glassware	614
Libbey Glass Mfg. Co.	Glassware	209
Limoges China Co.	Chinaware	319
Lingard, Webster Co.	Teapots	319
Loeb, Ben S.	Cutlery, Aluminumware	Ground Floor
Lotus Cut Glass Co.	Glassware	208
Lundberg Co.	Perfumes	555
Mackie Lovejoy Mfg. Co.	Bathroom Fixtures	748
Mason Mfg. Co.	Toys	805
McKee Glass Co.	Glassware	206
McNicol, D. E., Pottery Co.	Dinnerware	214
Manning, Bowman & Co.	Nickel and Copper Ware	220
Marshall, H. A., Inc.	Aluminumware, China & Earthenware	415
Marx, Louis & Co.	Toys	256
Mayfair Nov. Co.	Toys	1167
McIlvain, Wm. G. & Co.	Glassware	615
Melchers China Corp.	China	240
Menzel Co., The	Toys	813
Mergott, J. E. Co.	Metal Goods	1174
Monogram Stationery Co.	Stationery	355
Monongahela Valley Cut Glass Co.	Glassware	614
Morgan Co., F. L.	Pottery, Glassware, Bronzes, Toys	405
Mori, P., & Son	Art & Gift Novelties	405
Moroconi Statuary Co.	Art Novelties	310
Mound City Glass Co.	Glassware	206
Murphy, George W.	Glassware	305
Nagova Seitosho, Ltd.	Japanese Chinaware	512
National China Co.	China	305
National Toy & Tinsel Mfg. Co.	Toys	445
New England En. Co.	Enamelware	240
Newton & Thompson Mfg. Co.	Toys	256
Nurre Mirror Plate Co.	Plate Glass	1353
Oakville Co.	Metal & Wire Goods	815
O'Bannon Co.	Leather Substitutes	1154
Ohio Art Co.	Toys	256
O'Mara Specialty Co.	Nickelplated Specialties	615
Opalux Glass Co.	Lighting Glassware	1419
Oriental Incense & Perfume Co.	Perfumes	405
Paden City Pottery Co.	Pottery	310
Pelcoze Mfg. Co.	Scales	Ground Floor
Peterman, Inc., Wm.	Exterminators	1016
Phillips Glass Co.	Glassware	310
Phoenix Metal Stamping Co.	Sanitary Cans	1117
Pinoxloid Products Corp.	Toilet Articles	637
Pittsburgh Electric Specialty Co.	Electric Irons, Stoves, Toasters	1117
Porter Chem. Co.	Toys	428
Potomac Glass Co.	Glassware	310
Pyramid Silver Co.	Silverware	415
Reading Saddle & Mfg. Co.	Toilet Articles	351
Reben, Otto	Wire Goods	827
Reed, Evan L. Mfg. Co.	Woodenware	1117
Rhodes Glass & Bottle Co.	Glassware	401
Richards Co.	Toys	456
Riley & French	Jewelry	511
Robinson Knite Co.	Cutlery	Ground Floor
Roberts Glass Beveling Co.	Glassware	819
Robeson Cutlery Co.	Cutlery	1221
Rochester Stamp. Co.	Nickelware, Tinware, Galvanized Ware	1221
Russell Play. Card Co.	Cards	536
Rust Craft, Inc.	Art & Gift Novelties	1415
Sameth Exter. Co.	Exterminators	1116
Schavoir Rubber Co.	Toys	256
Schlesinger & Co., Leo.	Toys	804
Schmidt, Wm. H.	Toys	813
Scrantoneed Container Corp.	Sanitary Containers	1117
Shledon & Watkins	Electrical and Household Appliances	1117
Silver Plate Cutlery Co.	Cutlery	Ground Floor
Skelton, Frederick	China, Earthenware	614
Southern Potteries, Inc.	Pottery	310
Sparling Elec. Prod. Co.	Electric Stoves	1117
Specialty Supply Co.	Leather Specialties	821
Stanley Insulating Co.	Vacuum Bottles	307
Star Glass Co.	Illuminating Glassware	310
Sterling Glass Co.	Glassware	310
Sterling Silver Mfg. Co.	Silverware	1019
Steubenville Pottery Co.	Dinnerware	615
Strebor Co.	Metal Goods	819
Structo Mfg. Co.	Toys	234
Sweeney, W. H. Mfg. Co.	Nickelplated Ware	351
Swift & Fisher	Jewelry	511
Swindell Bros.	Glassware	409
Taylor, C. H.	China and Glassware	208
Tibby Brawner Glass Co.	Glassware	409
Titchener & Co., E. H.	Bathroom fixtures	1117
Topliff Ely Co.	Toys	232
Toys & Novelties	A Publication	1211
Toy Tinkers of Evanston, Ill.	Toys	458
Toy Manufacturers of the U. S. A., Inc.	Assn. of Toy Mfrs.	1404
Tyler Co., W. S.	Metal Goods	1176
U. S. Mop Co.	Mops	1051
Utility Glass Works	Glassware	614
Vacuum Specialty Co.	Vacuum Bottles	220
Venetian Cut Glass Co.	Glassware	319
Victory Glass Co.	Glass Toy Specialties	401
Wagner Mfg. Co.	Aluminumware	309
Ward, Inc., Marcus	Writing Paper	907
Ward, Samuel, Mfg. Co.	Art & Gift Novelties, Leather Specialties	355
Warren Pearl Works	Cutlery	Ground Floor
Waterbury Mfg. Co.	Metal Goods	1148
Weidlich Bros. Mfg. Co.	Metal Novelties	217
Weidlich Sterling Spoon Co.	Silverware	217
Weinstock, Jos. S.	Metal Novelties	459
Weller, S. A.	Pottery	208
West End Pottery Co.	Pottery	310
Westmoreland Spec. Co.	Pottery	310
White Co., H. C.	Toys	448
Whiting & Cook, Inc.	Stationery, Writing Paper, etc.	961
Williams Co., J. B.	Soaps	934
Williams Re-Lart Lamp Co.	Lamps & Novelties	310
Wolverine Sup. & Mfg. Co.	Toys	406
Wood, Arthur	Pottery	319
Wrought Iron Nov. Co.	Art & Gift Novelties	310
Zane Pottery Co.	China & Earthenware	310
Zanesville Stoneware Co.	Stoneware	615
Zapon Leather Cloth Co.	Leather Substitutes	740

THE FIFTH AVENUE BUILDING, Broadway and Fifth Avenue at Madison Square, New York

THOMPSON



Pattern No. 1446-T—"Aladdin" Shape

A RATHER elaborate and very rich Fruit and Floral Border Treatment in a harmonious combination of coloring. Shown on our beautiful new "Aladdin" Shape —modeled after the famous lamp of fiction and quite as magical in its appeal. Moderately Priced.

THE C. C. THOMPSON POTTERY CO.

Manufacturing Potters

White and Decorated Ware—Semi-Porcelain Dinnerware

EAST LIVERPOOL, OHIO

G.J. ART. DEP.

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

RECORDING the adjustment of the rail and coal strikes and the final passage of the Tariff bill will create a situation in the general ware pottery trade he like of which has not been experienced in years. This iew is entertained by all manufacturers of vision who ave been making a study of present conditions of trade roughout the country. To have the strife in the ranks f labor drag along another month will unquestionably ause a rather bad turn in the road. Perhaps will produce a sharp "hair pin" curve. Settlement f these differences means a "straight road" ahead. he final settlement of the tariff legislation should have a ery encouraging effect upon the pottery trade. General are manufacturers believe that with these three big bstacles removed from the business road, the demand for are will be such that every plant will be compelled to roduce its maximum. To have these three "rocks," coal nd rail strikes and tariff, still obstructing business, de- and for ware is bound to decline in line with other com- nodities.

While business in a general way is considered fair to ood by practically all manufacturers in this district, there no mistaking the fact that new orders cannot be con- dered brisk. Receipt of specifications is more or less otty. Some mails are good, others not so good. The olume of back orders on file is sufficient to keep plants perating on favorable schedules for some months to me. More or less fall business is also on file. The sual big fall orders have not yet been placed, as the ade seems to be in a hesitating mood in this respect, ap- arently pending the outcome of the present national bor disputes.

Because of the season, pottery manufacturers have not ad much trouble in obtaining fuel for their kilns. True, e amount of coal consumed in the district is slightly elow normal and those kilns which cannot be fired with oal are being fired with either oil or gas. The situation this respect therefore is a rather happy one so far as e manufacturers are concerned.

The Edwin M. Knowles China Co. has inaugurated nprovements in its dipping department which is a step nward in the "better ware" movement. Ware after it dipped is now placed on an endless belt extending rough a tunnel. The blast of cool air from electric fans forced on the ware at intervals as it passes through the nnel, while under the revolving belt is a steam heating stem. The heat rising and coming in contact with the ol air, creates a current on and about the ware which uses the glaze to dry quickly, and before it reaches the end of the conveyor, from whence it is taken off by a girl and stacked. This method permits an even glaze and eliminates the pin marks heretofore always noticeable on the ware before it was fired. L. H. Brown, formerly associated with the Bureau of Standards when the Ceramic Department was located in Pittsburgh, Pa., assumed charge of the ceramic research department of this plant July 17th.

T. A. McNicol, who has been spending the last three weeks in the South, is back at his desk. "In a general way I found demand for dinnerware good," said Mr. McNicol. "The inquiry for sets is better, while many buyers show activity in open stock lines. Get the coal and rail disputes adjusted and the potteries will get a lot of new business."

W. E. Brown, salesman for the Potters Co-operative Co., has returned to the factory from a southern trip. This firm is now arranging its lines for the 1923 trade.

William Twitchell, buyer of dinnerware for Wise, Smith & Co., Hartford, Conn., was in the market late last week, placing orders for immediate and future delivery.

Increased production is reported at the plant of the Southern Potteries Co., Erwin, Tenn., and a considerable amount of future business has been placed on the books.

Business Briefs

F. J. Grimm Co., Malden, Mass., has been incorporated with a capital of $50,000 to conduct a general department store business. The incorporators are: Fred. J. Grimm, James Barker and Gladys O. Grimm, all of Everett, Mass.

Gus. C. Persons has opened a new variety store at 514 E. Fourth St., Duluth, Minn., including a line of 5- and 10-cent goods. For the past fifteen years Mr. Persons has been in the hardware business at Onamia, Minn.

Ted Spero and Jack Smolin, Waukegan, Ill., have opened their new department store, and did a particularly succcessful business on the first day, each customer receiving glassware souvenirs.

The cornerstone of the new Fuller Brush Co. building, at Hartford, Conn., has been laid, and the new building will be four stories high.

A. R. Stokes, McKeesport, Pa., has sold his department store to Pittsburgh parties.

Royal Doulton



Octagon Shape, "Old Leeds" Sprays, Bright Enamel Colors, Green Edge Line

QUAINTNESS and charm are characteristics of the bits of pottery so cleverly made in "Octagon" Doulton Earthenware, which arrest the critical eye at first glance. The historic associations of their decorative ornament delight the connoisseur. But the factor which interests the dealer most is the tremendous sales possibilities of the line. Not only are Dinner, Tea and Breakfast Sets to be had, but quick-selling odd things—Salad Bowls, Jugs, Chop Plates, Teapots, Hot Water Jugs, Coffee Pots, Sandwich Trays, etc. Six decorations. Write for prices.

We have Assortments of "Old Leeds" for Immediate Delivery

Wm. S. Pitcairn Corporation

Importers

104 Fifth Avenue, New York

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Crockery
China
Glassware
Gifts

During the National Merchandise Fair from August 7 to August 25 our Mr. James P. Gordon will be located at Room 363 at the Hotel McAlpin to show our extensive line of open stock dinnerware.

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ALFRED MEAKIN, Ltd.
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JOSIAH WEDGWOOD & SONS
SARREGUEMINES
HAVILAND & CO.
THEODORE HAVILAND & CO.
RIDGEWAYS, Ltd.

THESE are names to conjure with. Furthermore, they are names which sell goods.

For you know, we know, and your customers know that these makers are among those who make attractive earthenware and china upon which everyone can depend. Their shapes are artistic and we carry what we believe to be their most beautiful patterns.

Best of all, we import direct, which enables us to quote attractive prices to you.

We have plenty of Open Stock and Original Packages in our warehouse.

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Direct Importers and Distributors of Crockery, China and Glass

25-39 Franklin Street, Boston

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HOW CHEAP

Tirschenreuth
Dinnerware

BUT
HOW GOOD

FULL RANGE OF PATTERNS
CARRIED IN OPEN STOCK

ASSORTMENTS
AND
DINNER SETS
BY THE CASE FOR IMMEDIATE DELIVERY

PAUL A. STRAUB & CO.
Importers and Manufacturers
105 AND 107 FIFTH AVENUE
AT EIGHTEENTH STREET
NEW YORK

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

THE all absorbing topic seemingly in the flint glass trade during the last week leaned strongly to the wage conference now being held at Atlantic City between committees representing the American Flint Glassworkers' Union and the glass manufacturers. The representatives of the workers went into the conference with instructions from the crafts to seek a higher wage and decreased production. To this program strong opposition was set up by the manufacturers, who contend that the trade is in no mood to continue a revision of selling lists upward. Again it has been strongly pointed out that both manufacturers and workers have to take into consideration the import situation, and that the manufacturers now have more than local competition to face in the battle for business. The conference will continue until Aug. 8th, and in all probability will be decided later. It is admitted that the employers want to be fair with all their employees, but insist that the latter share an equal burden.

A local wholesale coffee concern has just announced a new deal which gives promise of proving a big proposition for a portable manufacturer. The concern is putting out a boudoir electric portable with several coupons taken from its coffee package and plus $2.58, or for 300 coupons the portable will be given "free." It is said the initial order for the portable was for several thousand items.

There seems to be a growing demand for glass containers of late for the preserving trade. Western concerns have been unable to have their orders for metal packages filled, with the result that the glass package is being substituted in many instances.

Machinery for the new plant of the Atlantic Bottle Co., Breckenridge, Pa., is being installed. The new shop has been erected on the site of the former Tarentum Glass Co., which for years was in charge of James Wilson who is still treasurer of the Glass Association.

Shares for the United States Glass Co. continue to hold up well on the local market. With stock par at 100 it has been firm around 53 and 54 for weeks. Some few years ago it was down around 20, but since then went to 60. Dividends have been regular.

To stock record as of July 25th the Rosenbaum Department Stores paid a special dividend of one per cent. August 1st. Carl Hoffman is in charge of the china and glass department of this store.

The Kauffman Department Stores, Inc., will have many of its buyers visit the forthcoming Merchandise Fair in New York. Julius H. Harris will of course represent the china and glass departments.

For the first time in four years the plant of the Indiana Glass Co., Dunkirk, Ind., has been closed in order that necessary repairs be made to the shop. The several hundred employees, therefore, have been taking a full summer holiday.

Operations have resumed in full at the Beaver Valley Glass plant, Rochester, Pa., one of the Fry factories. The management is now at work on designs for their new 1923 line of blown and stem ware.

U. S. Glass to Call Special Meeting

A call has been issued by the board of directors of the United States Glass Co., Pittsburgh, Pa., for a meeting of the stockholders at 2 o'clock, the afternoon of Oct. 4 next, when plans for the financial reorganization of the corporation will be discussed.

The plan, it is stated, will provide for the sale of the property for $1,920,000 to a new corporation to be formed. The price figures out a rate of about $60 a share.

Stockholders will be given the right to exchange present holdings for new stock at the rate of 1 for 2 and subscribe for new stock at $25 a share. The new company will assume all liabilities. United States Glass is a listed stock on the Pittsburgh Stock Exchange, but has not been traded in for over a month.

The last share recorded on the exchange was 115 shares at $54 a share on June 23 last. In January of this year it sold at $40, while the high for the year was $55, recorded on June 1.

The stockholders will also determine whether, upon the completion of the sale of the franchises and properties, real, personal and mixed, of this Company, the affairs of this Company shall be liquidated and wound up and the Company dissolved and to authorize the officers and directors to do whatever may be necessary to effect such dissolution, and to also determine whether the stockholders will ratify, confirm, and adopt all the acts of the officers and directors of this Company done or that may be done from the date of the last annual meeting of the stockholders to the date of the meeting hereby called as the same may appear of record.

GLEASON-TIEBOUT GLASS COMPANY

MANUFACTURERS OF

Lighting Glassware

BROOKLYN, N. Y.

Gibraltar Pottery Co
"Rolled Edge" (Hard)
HOTEL CHINA
White and Decorated

Light-Plain Edge
DINNER-WARE
White and Decorated

Pressed and Blown
GLASSWARE
Decorated

Coin Gold
ETCHINGS
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Bel-Glo Glass Co.

Pyramid Silver Co
Hotel
SILVERWARE
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NEW PRICES EFFECTIVE NOW
THESE REDUCTIONS WILL HELP
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REPRESENTING
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THE SMITH-PHILLIPS CHINA CO.

EAST LIVERPOOL, OHIO

"Princess Dinnerware"

"ORADOR" Open Stock—
Pattern in Red and Green



Shown on the famous
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VINTAGE

Etched Design *Wide Optic*



A most attractive arrangement of the old familiar vintage theme,—a design calculated to find favor with a multitude of discriminating glass users. Furnished in Stemware, Tumblers, Vases, Bon Bons, Oils, Candy Jars, and a large variety of other useful pieces.

UNITED STATES GLASS COMPANY

General Offices and Salesrooms, South 9th and Bingham Sts., Pittsburgh, Pa.

New York: 1107 Broadway
E. T. W. Craig, Representative

Boston: 99 Bedford Street
M. A. Lovell, Representative

Baltimore: 110 Hopkins Place
John A. Dobson Co., Representative

Philadelphia: Eleventh & Market Sts.
J. A. Hemple, Representative

Los Angeles: 643 South Olive Street
J. F. Stirk, Representative

Chicago: 30 East Randolph Street
F. T. Renshaw, Representative

San Francisco: 628 Mission Street
F. M. Dunn, Representative

Dallas: Southland Hotel Building
D. D. Otstott, Inc., Representative

Denver: 1717 Arapahoe Street
Quereau Shelton Selling Co., Rep.



For Immediate Delivery

Bavarian China, Cakes, Sugars and Creams, Cups and Saucers, in assorted decorations as illustrated. Many other decorations and items also available at exceptional low prices.

William G. Mueller, Inc.

Sole Agent

49-51 West 23rd St., New York

(Entire Fifth Floor)



ST. MIHIEL SHAPE—OPEN STOCK PATTERN No. 15769
GREEN WITH PINK FLOWERS

Fine French China

Stock
Twenty Patterns for Prompt Delivery
White for Decorating

Import
Decorated Dinnerware
White for Decorating

L. Bernardaud & Co.

46 Murray Street
New York

Keeping a Finger on the Buying Pulse

(*Continued from page 27*)

seen a copy of the sheet, and has already remedied the defect in stock.

The same deficiencies seldom appear on two weeks' reports in succession. The public has gotten what it wants. The salespeople have made their sales and their commissions. The store has increased its reputaton for service.

One department increased its sales $4,000 in one month, simply because the "call" tapes drew attention to an increasing demand which the buyer confessed would have otherwise passed unnoticed. The calls increased from day to day, slightly at first, then rapidly. The rate of increase warned the buyer to lay in a stock of the article, which arrived just as the demand was marked. It was sold out in two days.

Meanwhile the buyer placed a double order over the telephone, and warned the factory to get ready to make more of the articles for quick delivery, at the same time obtaining an option on them at the same price. The store got the cream of the profit while the demand was increasing and at the peak.

Daily Inventory as an Aid

When the demand began to fall off, the buyer was watching for signs of this also on the daily inventory. When it showed a descending scale of sales, the buyer at once reduced these purchases and soon stopped them. Consequently all the stock was cleaned out by the time the demand subsided. Meanwhile many other concerns, which had been slower to stock up on this article, had plunged so as to be sure to have enough of it. They were left with stocks on their hands.

With the demand analysis and the daily inventory, stock on hand now coincides very closely with demand; goods now move more quickly than ever before. The rate of turnover of stock in many of the departments increased or even multiplied. One department went from four to eight turnovers a year. This meant twice the former profit with no greater investment or space.

Not the least of the benefit of cooperation in this close watch of stock is that sellers and buyers appreciate that money is really the principal stock of the store. They get behind the management in its efforts for faster rates of turnover.

We have always considered that the principal thing in business is the rate of turnover. Our department heads discuss rates of turnover, not investment. Investment is comparatively unimportant.

We bend every effort to increasing the rate of turnover. We bring purchases from New York to Boston invariably by express, never by freight. As soon as they reach the store the goods are laid out and marked, and go at once to the department which is to sell them. Many fast-turning goods are in the store and on sale the morning after the buyers purchase them in New York or elsewhere, and in some cases are sold out before night.

Speeding Up Turnover

A short interval between the buying of goods out of town and their going on sale in the store means good cooperation by the advertising department in making the public immediately aware that the goods are on sale. We buy almost all goods from samples. The purchase is no sooner made and the date of delivery and sale determined than a sample goes to the advertising department and the advertising copy is made from it. Oftentimes the advertisement is written before the goods are packed by the vendor. Although frequently no more than a day or two passes between the first move of the buyers and the sale, yet there have been almost no mistakes in advertising goods that do not appear on the counters. The advertising department considers that one of its principal functions is speeding up the rate of turnover—for nothing but advertising can bring in sufficient people, unanimously looking for one article, to clean up specialty sales in one day.

We count so much upon the speedy rate of turnover that the store building has no stockrooms. The store space in the business center of the city is too valuable to be used for packing and shipping. We have diminished our shipping space to a small room on the ground floor, next to a side street. Goods coming down from all sales departments go immediately into motor trucks which carry them to a new suburban building we have erected in Cambridge.

Here the goods thus gathered from all departments are repacked according to delivery routes. The delivery trucks have the advantage of starting from a suburban point, instead of having to tread their way in various directions through the crowded streets of Boston's business center. The few trucks which make half-hourly trips from the store to the Cambridge building have a quick passage, as the site of the building was partly chosen with a view to easy traffic.

Another advantage from knowing what we are doing is the cooperation it enables between the retailer and the manufacturer. We can place orders farther ahead. This has a tendency to reduce the manufacturer's costs, and eventually his selling price, by eliminating the element of doubt and speculation, and by allowing him to plan his work and his methods.

Knowing the Customer's Wants

We can also give more accurate general advice to our own factories, and to outside manufacturers with whom we are in close relation. For after we began to know and analyze the facts, we began to get educated ourselves. There need be no fear that making merchandising a science makes it less of an art. The scientific part of it becomes a better field for the exercise of skill and experience which, instead of being dispensed with, have new opportunities opened up to them.

Since we have been watching so much more scientifically what the trend is, and what the price trend is, we have been able to tell more than one manufacturer what it would be well for him to make for next season. With our ear so much nearer the ground, we prevent his mak-

George Warrin Founder 1860



Telephone Canal 3749

EDMONDSON WARRIN
49-55 Wooster St. New York

Decorator of
CHINA and GLASS
Tableware, Stemware
Novelties

Complete sets in French China and Belgian Glass with encrustations in any :: width out of stock ::



Booth 474
Grand Central Palace
August 7th to 25th

An Innovation
In Decorated Glassware
"Paisley"

Combining various colors in striking effects, reproducing " Paisley Shawl " patterns on black and colored backgrounds.

Also

Fine China

in solid colors—Orange, Henna, Blue, Green and Violet, in

Tea Sets **Lemonade Sets**
Chocolate Sets, Etc.

Metropolitan Art Co.
Importers—Manufacturers—Decorators
1270 Broadway **New York**

ing what he thinks the public ought to have instead of what it wants.

A great deal of loss can be eliminated when we as retailers tell the manufacturer and producer as early as possible what is in demand, what we will certainly buy and what we will probably buy. Ordinarily the manufacturer has too slight a basis for laying any intelligent advance plans.

We know now as each season closes what the trend for next season is. Of course we pass the information on to him. This not only gets us better deliveries and service, but it seems to me it is the duty of every retailer to help all he can to reduce any possible waste anywhere in the chain from production to distribution, thus cutting the expense, and the spread or increment of prices between the raw material and the customer, reducing the complaints of customers as to excessive prices, and creating more business.

This may sound like a digression, but it is not. We have found in the past that anything we can do to benefit the general chain of business of which we are a part comes back to us in increased business and good-will between us and our customers.

Travelers Mileage Bill Passed

The Interchangeable Mileage bill has been passed by Congress. This measure directs the Interstate Commerce Commission to require the railroads to issue interchangeable mileage books good for travel on all roads. Its enactment is directly attributable to the efforts of the National Council of Traveling Salesmen's Associations, Inc. " Not only will traveling salesmen benefit by this measure," said A. M. Loeb, president of the National Council, " but so also will buyers of retail stores, theatrical organizations, baseball clubs and others who travel to any considerable extent. It is hoped that President Harding will give his approval to the bill without delay and that thereafter the Commerce Commission will take prompt action."

Business Briefs

Max Lazarus, Macon, Ga., is fitting up a section of his jewelry store for the display of china ware.

The S. S. Kresge Co. is soon to open a store in Vincennes, Ind.

The F. & W. Grand 5-10-25 Cent Stores, Inc., has opened a new store at Troy, N. Y.

The Humbert Toymakers, Inc., Newark, N. J., is in the receiver's hands. The company was organized in March, 1920. The firm's liabilities are over $10,000, it is said, with quick assets of less than $6,000.

F. W. Woolworth Co. have leased the store now occupied by R. E. Foy & Son, Quincy, Mass., and when the present occupant's lease expires in the Fall the Woolworth Co. will enlarge their present store adjoining.

John J. Hines, Inc.

39-41 West 23rd Street

New York

Decorated Glassware
Art Pottery
Lamps and Shades
Novelties

Extends an invitation to the trade to call at their new showroom, where one of the most comprehensive and all around attractive lines of Foreign and Domestic goods they have yet shown is now ready for the Fall Buyer.

FERDINAND BING & CO.'S SUCCESSORS

IMPORTERS

67-69 Irving Place, New York City

Paris
43 Rue de Paradis

We are priding ourselves in our showing the finest and most comprehensive selection of foreign and domestic Art and Fancy Goods. . . . .

A visit to our warerooms will convince you.

Johnson Brothers

ANNOUNCE THE REMOVAL OF THEIR
OFFICE AND SALESROOM TO THE

MILLER-KUPPER BUILDING

39-41 West 23rd St.

NEW YORK

A CORDIAL INVITATION IS HEREBY
EXTENDED TO THE TRADE TO VISIT US

Complete Sample Line of Johnson Bros. English Earthenware

GEO. B. JONES
U. S. and Canada Representative

Telephone Gramercy 6441

Beauty! Quality! Service!



Seneca No. 38520 A

THE WEST END POTTERY CO.
Manufacturers
Semi-Porcelain Dinnerware
Hotel Ware Specialties
EAST LIVERPOOL, OHIO.

BILLY LYNCH

extends a cordial invitation to the trade to inspect the display of a

COMPLETE LINE OF NEW DINNERWARE PATTERNS from

The Taylor, Smith & Taylor Co.
EAST LIVERPOOL, O.

At the
HOTEL IMPERIAL
32d Street and Broadway
New York

From
AUG. 7th until SEPT. 1st

Leadership of Chamberlin-Johnson-Du Bose Co. Passes to Junior Members of Firm

With the retirement of H. S. Johnson, Sr., president, and E. R. DuBose, vice-president, the management of the Chamberlin-Johnson-DuBose Co., Atlanta, Ga., will from now on be represented by the "young blood" of this well known department store. At a recent meeting of the board of directors, H. S. Johnson, Jr., and Leon Walker were elected to succeed the retiring president and vice-president, Clarence Bloodworth was elected a vice-president and E. H. Macon secretary. Previous to this change Mr. Johnson, Jr., was treaturer, Mr. Walker secretary and Mr. Bloodworth head of the buying staff of the store, while Mr. Macon was general superintendent. Mr. Johnson, Sr., became associated with the store as a clerk in 1866, at the age of 22, after serving in the Confederate army and has been with the firm for 56 years. Mr. DuBose has likewise a long service record of 40 years. In making public their resignations the retiring officials issued the following statement: "Our juniors, through many years of faithful and efficient service, have become thoroughly fitted and competent for the active management of our business. We have watched them grow and observe with deep satisfaction their development into earnest, agreeable and capable business men. They have worked with us from their boyhood. They know this business, its spirit and the high ideals for which it strives. They have the strength, enthusiasm and experience that will carry it on to even higher accomplishments in the service of its patrons, its friends. We are, therefore, now putting them in active charge."

Mr. Johnson, Sr., will, we are informed, continue as chairman of the board of directors and Mr. DuBose as vice-chairman. Mr. Johnson, Jr., will continue as merchandise manager. Miss L. Fincher is the buyer for the china and silverware departments and Mrs. J. E. Dunwoody is buyer of housefurnishings.

A Small Town Merchant's Success

When D. J. Meggenburg came to Manchester, Ia., as a stranger in 1910 and purchased the bankrupt stock of a 5-and 10-cent store, he hewed pretty close to the line from the beginning and as the fruits of success he has now purchased the Clarence Hotel building, one of the finest department store structures in the smaller cities of Iowa. The building is now being remodeled and when completed the first floor will be provided with 100 feet of modern display windows. The back of the windows and the interior will be of brown mahogany and semi-indirect bowl fixtures will light the interior. The first two floors will be used for department store purposes for the present, the two upper floors being rented for office purposes.

Garver Bros. Co. Store Changes

G. A. Garver, head of the Garver Bros. Co., general store at Strasburg, O., who has become nationally known through his success in building up a country store to unusual proportions, is in so great demand as a lecturer by colleges, conventions and retail merchants' gatherings, that C. E. Eyster, former treasurer, has been made assistant manager to allow Mr. Garver more time to attend to his speaking engagements. P. A. Garver succeeds. Mr. Eyster as treasurer of the company. The store's record sales for 1920 totaled $960,000. This year's sales are below those of last year, sales this year up to April 15 aggregated $137,770, against sales of $182,550 for the same period in 1921. According to John Garver, general conditions and price declines are responsible for the falling off in volume.

German Toymakers Exhibit at London Show

For the first time since the war the organizers of the London Fair and Market, a trade exhibition for toys, jewelry, hardware and fancy goods, decided to throw their doors open to the former enemy countries, and from Berlin, Hamburg, Bavaria, Nuremberg, Elberfeld, Bremen and other places there has come a prompt invasion of the Royal Agricultural Hall, Islington, where the show is in progress.

Germany's effort to regain her ancient supremacy in the toymaking world is bold and undisguised, and the latest official figures show that she is already well on the road to recapturing the British market. Compared with April the value of the toys imported into Great Britain from Germany in May increased no less than £40,522.

Toys and games are undoubtedly the most interesting section of the London Fair and Market, and of the exhibits 75 per cent are German. Even some of the British firms show nothing else, and by way of explanation they state that the British manufacturer could not produce many of the goods at all, and, even if he could, he could not do it so cheaply. These wholesalers further state that they find that public objection to German products has practically disappeared. Some of the toys bear the familiar inscription. "Made in Germany," but the majority do not. The German manufacturer, it seems, has his own special designs for the English market. Consequently the Nuremberg doll is indistinguishable from her English sister and the Sonneberg teddy bear bears a strong family resemblance to his East London brother. Manufacturers find that there is substantially little difference in price between the German toy and the British toy in which any metal is employed, this being explained by the price Germany is compelled to pay for the ray material which she imports. The German toy, of whatever make, is appreciably dearer than it was this time last year.

Nugents Store Changes Hands

The capital stock of the Nugents Drygoods Store, Braddock, Pa., has been purchased by the Akron Drygoods Co., Akron, O. The capitalization of the Nugent firm was $100,000 common and $20,000 perferred stock. In the future the store will be operated as the Nugent Drygoods Co., Inc., under the management of William Mencke who has been in charge of several departments in the Akron store.



BLUE FIGURED CHELSEA

OPEN STOCK—Dinnerware, Moorcroft Pottery—Lustre Bowls and Vases, Coalport China—Service Plates, etc.

JOHN DAVISON, Inc.

14 BARCLAY ST., NEW YORK
Opposite the Woolworth Building

TRADE STIMULATORS

If in the Market for New Items at Prices for Special Sales—Visit Us

Our Fall Lines Now Ready

A FEW OF OUR LINES

Smokers' Goods	Serving Trays	Polychrome Wares
Nut Bowls	Silk Shades	Desk Sets
Candle Sticks	Decorated Baskets	Floor Lamps
Boudoir Lamps	Silver Plated Wares	Marble Figures

MANY OTHERS SHOWN

House Furnishing Specials

GEORGE C. KINDT & CO., Inc.

19-21 West 24th St.
NEW YORK CITY

STREET FLOOR

GLASS FOR GIFTS COMPANY

Displayed by

A line of beautifully decorated glass that is having splendid success in Gift Departments and Shops in various parts of the United States. Prices are most reasonable and the line is extensive.



No. 151—Whipped Cream and Ladle, Encrusted Gold Floral Decoration. $54 Doz.



No. 459—Basket. Large Basket for Fruit or Flowers. Gold and Floral Decoration. $66 Doz.



No. 26—Sandwich Tray, Encrusted Gold Band and Floral Decoration. $26 Doz.

BUTTERWORTH COMPANY

225 Fifth Ave., New York City



WE WANT TO CALL ATTENTION to our new line of silver encrustations which have already proven very good sellers. Shown on a full line of fancy stemware.

Our gold encrustations are still going strong.

Anchor Mfg. Co.

194 ELIZABETH ST.
NEW YORK CITY

New York Showrooms:
M. S. Benford, 10 West 23d Street

Chicago Showrooms:
Helm & Soukup, 17 North Wabash Avenue

POSTLEY PRODUCTS PRODUCE PROFITS

Rooms 502 and 504 Telephone Ashland 2166

When in New York Be Sure
To Visit

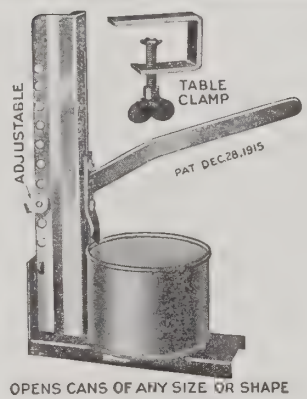
CHARLES A. POSTLEY & SON

Direct Manufacturers' Agents

BARTHOLDI BUILDING
2-4 East 23rd Street (Corner Broadway)
NEW YORK

Always Something New In Housefurnishings

DOMESTIC IMPORTED

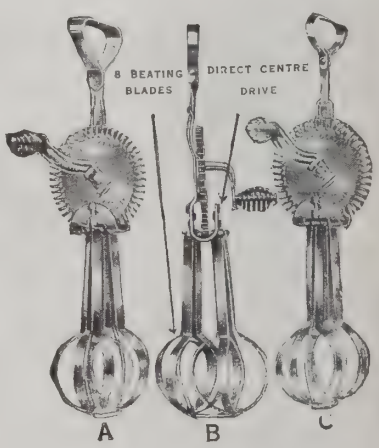


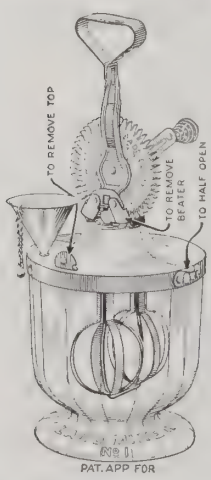
OPENS CANS OF ANY SIZE OR SHAPE



PRICES and PRICES

Goods of NO quality bring one price: QUALITY goods another. The PUBLIC KNOWS THIS, as well as you and we and APPROVES it. FACT IS a reasonable HIGH PRICE convinces public of QUALITY; PROMOTES CONFIDENCE and SALES. We have no intention of reducing prices to enter the knick-knack class and decrease your profits.





Our latest and cheapest is New Ladd Beater No. 00

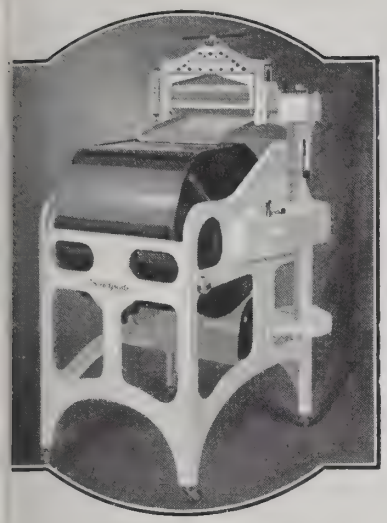
LADD BEATERS—4 styles for all requirements.
LADD MIXER CHURNS, 1 qt. 2 qt.—Removable Beaters.
SATURN CAN OPENER—Safety, Sanitary.
SATURN REELS—2 finishes—40 ft. cord.



JOBBERS THE WORLD OVER AND US

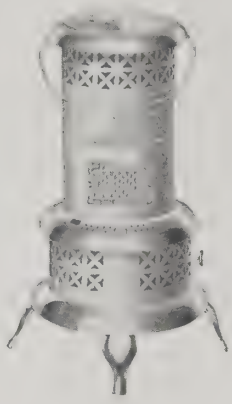
UNITED ROYALTIES CORPORATION

1133 Broadway, New York



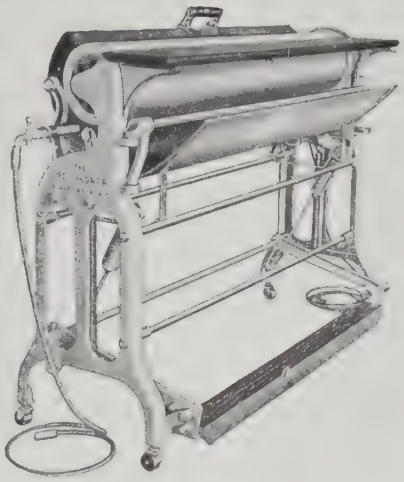
Sunny Suds" Washing Machine, Sunny Line Appliances, Detroit, Mich.





Left—An Aluminum Mixing Cup, The E. A. Fargo Co., Taunton, Mass.

Right—Portable Oil Stove, Cleveland Metal Products Co., Cleveland, Ohio.



A. B. C. Electric Ironer, Altorfer Bros. Co., Peoria, Ill.

Utilities Advertised from Coast to Coast

Prove That Ads Are Business Facts and Not Theories

By Beatrice Miller Wisner

SOMETHING pertinent is found in the fact that achievements in a field by the brave and believing is a strong temptation and stimulus for the weak and doubting to go forth and conquer.

The path of publicity has been so clearly blazed in the past by manufacturers, that few will refute the necessity of keeping products continuously before the public, "for out of sight is out of mind." National advertisers of Household Utilities have reaped a tremendous harvest from their advertising campaign. Newspapers, periodicals, and billboards have been blazoned for the world to read the merits of these industries. They have followed in the orbit of their illustrious predecessor, the pioneer adverser of his time, P. T. Barnum, who believed the only way to wake up the public was to put before them varied pictorials and startling text. And from this style of publicity has sprung our tremendous Poster Advertising system of today.

The whole world knows by heart the poster slogans—"Eventually, Why Not Now," "Ask Dad, He Knows," "57 Varieties," "It Satisfies" and a host of other epithets equally as telling. Let one of these be effaced from the signboards, and nine chances out of ten the manufacturer would go under and sooner or later become bankrupt. One of the largest firms in the country tried to forego advertising for three months, and the result was that orders fell off to such an alarming extent, the firm was obliged to return to the advertising field on a larger scale than ever before. This holds true of many others who have dropped out of the ring, thinking that their name, so well known, was enough to guarantee trade everlasting. No firm is so well known in the world that it can afford to creep into its shell and feel secure in its own popularity.

It is obvious that far-seeing concerns are adopting a strenuous and well planned campaign of advertising. Every woman knows the trade marks, It cleans as it sweeps, Universal, Wearever, Mirror, Alladin, and numerous others, and when she makes up her budget of culinary and household needs, she is well posted as to her selections before she starts out on her shopping expedition. This knowledge has only been gained through her education in periodicals, newspapers and signboards, where she constantly reads the make and desirability of these products. Let some good copy writer slogan your goods, whether it be "Red Ape or Blue Cat" ware, for the love of the consumer, give it a name. It is a conclusive argument that what one sees is more forcibly retained than what one hears. Seeing is believing, therefore, forceful advertisers are telling their tale through attractive illustrations, backed up by strong text.



Electric Sweeper, The Hoover Suction Sweeper Co., North Canton, Ohio

Some of the best thoughts have been given to publicity campaigns. Inspirational writers, like Dr. Frank Crane, have put their strongest efforts into the advertising field,

(*Continued on page* 80)

Kitchen Specialty

Yellow Bowls

5 Sizes
6½ in. to 10½ in.

Sold as one nest

The smoothest and hardest line of Yellow Ware made in America

Complete Line

Send for Catalogue

The D. E. McNicol Pottery Co.

East Liverpool, O.



It's a Snap

to sell Upressit "Snap Top" Free Flowing Salt Shakers because



It's a "Snap" to clear the Holes

That's all there is to it—just a snap of the Upressit cap. It SNAPS and the holes free themselves of clogged salt immediately. U-press-it at top to open. U-press-it at side to close.

Plain and Cut Glass—Individual and Family Sizes

WRITE FOR SAMPLES, PRICES AND COPY OF OUR MONTHLY MAGAZINE, "UPRESSIT GOSSIP"

UPRESSIT PRODUCTS CORPORATION

Long Island City, N. Y.

A Real Sales Getter

A Revelation to the Housewife



"WHITTIER"

New England Cookery Guide and Oven Indicator.

A combination of a fine collection of old fashioned New England recipes in index form under their proper headings and a Portable Type Oven Thermometer.

Time and temperature directions given with every recipe.

Be prepared to meet the demand

WRITE FOR PRICES

Cooper Oven Thermometer Company

No. 2 Main St., Pequabuck, Conn.

PRESSED TABLEWARE

WRITE FOR CATALOG

COVERED BUTTER



No. 738/38½

FIVE-PIECE MIXING BOWLS
(5 in., 6 in., 7 in., 8 in. and 9 in.)



COVERED SUGAR



No. 737/37½

NAPPIES
COASTERS
SALT DIPS
CELERY JARS
BERRY BOWLS
BUTTERS AND SUGARS
MIXING BOWLS

COMMON TUMBLERS
HOTELS
CUPPED-IN HOTELS
SODAS
PERCOLATOR TOPS
CASTER CUPS

General Office:

Hazel-Atlas Glass Company, Wheeling, W. Va.

Visit Our New York Sample Room

In charge of Sidney B. Whitlock

256 BROADWAY, :: :: :: NEW YORK CITY

KOSCHERAK BROS.

129-131 Fifth Avenue
New York





Encrusted and Decorated Table Glassware
Encrusted Dinnerware
Bavarian and Czecho Slovakia Dinnerware in open stock and complete sets

Bohemian Table Glassware
Service Plates
Dresden Decorated China
Full line of German China
Venetian Glassware
Italian Pottery
Bronze Electroliers
Bronze Figures
Czecho Slovakia Pottery
Czecho Slovakia Fancy Glassware
Royal Teplitz Novelties
Full line of Amphora Ware
Full line of Polychrome
Artificial Flowers
Artificial Fruit

Full line of fancy goods of all descriptions



Following Gift Shops' Converging Road

By Beatrice Miller Wisner

EVERY progressive industry is seeking a road which terminates in success. Many business enterprises have trodden the long and tedious path f an uphill road to achievement. Gift Shop merchandis- ıg seems to have taken a short cut if we may judge from ıe rapid progress it has made toward success in the short me of its life. Not so very long ago this industry had its ıception in a small New England village, by a small roup of natives who worked out handcraft in pottery nd other wares, hoping to bring communities something ı art, and worth while gifts which would be helpful to rades in supplying them with tokens suitable for anni- ersaries and special occasions. Little by little this hand- raft gained recognition and from this nucleus developed ıe Gift Shop of today.

With the successes of the recent Gift Shop exhibits still in mind and other exhibits yet to come, it may not be inopportune to survey some of the potent factors which have been responsible for the speedy upward climb of the Gift Shop.



rden Forge, Old Time Hand Wrought Iron Ship's andle Holder, from Butterworth Company

There are several obvious reasons why the Gift Shop has reached the goal of its ambitions so quickly. The primary reason is, that the steadfast principle of these shops has been to inspire an appreciation of art through artistically developed merchandise, hoping to stimulate handcrafts in every sense, setting apart its wares as something ıore than just "goods," making them a part and parcel f a higher order of gifts, which would create a taste and love for the beautiful. If one would make a tour of the ift Shop field in most any city or small town, it will reveal how faithfully has this principle for the furtherance of art been carried out, both in the selection of gifts and the arrangement and interior decoration of the shops. Most shops feature a choice selection of lamps and candle shades which form a conspicuous decorative scheme, the lighting effect in harmonious coloring to suit the particular fancy of the mistress of the shop. This not only sells the lamps and shades, but is a magnet and seductive attractive invitation to visit any shop. Seasonable glassware and decorative pottery and porcelain are also suitable considerations for the exclusive Gift Shop. Artistic development of merchandise is, then, the first step toward the Gift Shop success.



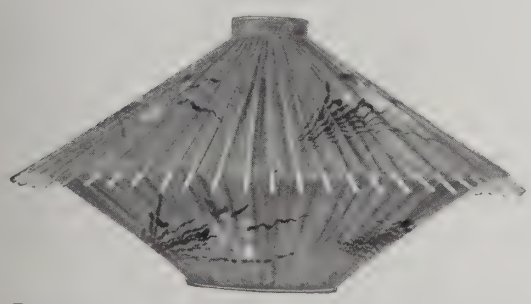
Unique Shaped Blown Spicer Glass Perfume Bottle, in fascinating colors, Rainbow, Amethyst, Amber and Blue, from Howard G. Selden

The next step is that the women or men employed, either as executives or sales agents, are in nearly every instance, persons of artistic taste; ladies and gentlemen by birth or education, who have been reared to know the finest and best in the goods which they represent. Not only are they cultured to meet a high class clientele, but they know wares, are connoisseurs of handcraft pottery, porcelain, and art. If one asks to see a piece of Beleek, they will not show Worcester or Cloisonné, they know Canton from cheaper porcelain, are versed in the different periods of reproductions, in fact they know the finer qualities which distinguish foreign importations and domestic wares. The selection of the proper representatives to sell artistic goods tends to the success of any art industry.



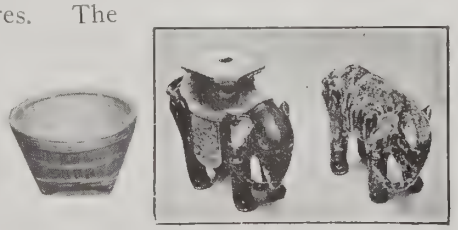
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These people have also studied correct decorative schemes. In the (*Con't on page* 80)



Dainty Nut Bowl of Split Bamboo, a Gift Shop Specialty, China-America Trading Co.

Oriental Chinese Pottery Elephant Lamp Bases, or Book Ends, solid colors, grey, yellow and blue, Sincere Trading Co.



Paperwhite Narcissus Growing in Water

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PREPARE FOR THE FESTIVE BOARD

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Lustre predominating, and numerous other decorations in Tea, Chocolate, and Cake Sets, Vases, etc.

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Complete line of Lime Blown Tank Tumblers, Vases and Night Sets—plain and optic. Needle etched Table Tumblers.

"Four Big Winners"

Inspection of Samples Well Worth While

Individual Displays in Appropriate Settings Invite Public to Buy

Here is the Interesting Story of a New England Store's "Honeymoon Aisle," Telling How Sales Were Increased by Careful Arrangement of Merchandise So Customers Can See How Desirable the Articles Would Appear in Their Own Homes

EVERY store has a call for a certain amount of merchandise every day. Perhaps you distribute your share but if you stop when the sale of the desired goods has been accomplished you are doing exactly what a good many live stores are not doing. They are not stopping at this point, rather is this the point where they have found real selling to begin. As we have pointed out on many occasions, modern merchandising is successful or conspicuously successful in proportion to the degree of live news and human interest which is injected into the display of merchandise. A new angle is a strong magnet for attracting customers. Here's a good example.

Handling fine china, glassware, lamps, art and gift goods and household wares, The Shepard Store, Providence, R. I., has always believed in presenting well chosen merchandise in the most attractive manner as an aid to sales of goods particularly well suited for wedding presents. This policy has proven most successful in the past and this year the display was made even more lavish and comprehensive and "Honeymoon Aisle" ran the whole length of the china and lamp departments. This formed a big and a most appealing presentment of fine wares as the picture, looking down the "aisle" shows. To provide the proper setting for dinnerware, every pattern was shown in its own individual table, covered with snowy damask precisely as the fastidious housewife would arrange her dinner table at home.

The china on these tables comprised the finest and most distinctive numbers of the best domestic manufacturers in both open stock and single selections and included wares from celebrated English and French potteries, some sets running as high as $1,200. On the other side of the "aisle" 21 tables were tastefully arranged for displaying an unusually fine assortment of service plates, selected from the products of the finest makers. On other tables, representative examples of short and fancy sets, included tea and chocolate sets in charming designs, cut and fine crystal tableware, gold and colored glassware and pottery of both domestic and English lustre.

In nickel wares, the "bride's own" aisle was complete with the many dependable housewares, such as percolators, chafing dishes and a full range of the convenient individual displays in appropriate settings invites the public to buy electric table utilities. Take another look at the picture and you will see that floor lamps, palms and flowers were artistically used to make the "aisle" delightfully decorative and home-like. And this live store for which John D. Hall is buyer of china, glass, lamps and kitchen wares, believes that quality should always be considered; that cheap goods do not make friends nor hold them. And knowing this it is not surprising to learn that Shepards' did a remarkable volume in gifts for June, sending out on an average from 60 to 100 gifts a day, all nicely packed in special boxes. Take another look at the picture and dig up the human interest stuff in your store.





Spanish Coffee set in black and white with 6 Cups and Saucers, $9.50 per set.

ALWAYS SOMETHING NEW and ATTRACTIVE

OUR

Italian XVI Century Gubbio Lustre
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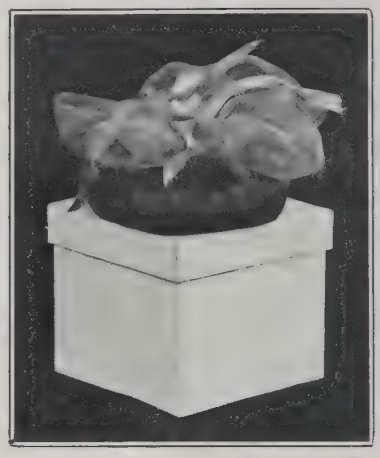
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Samples on Display Also with

Bush Terminal Sales Bldg., 132 W. 42d St., New York
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CARNEY'S ROSE SACHET BAGS

A beautiful Chiffon Bag filled with Rose Buds and Leaves



The delightful fragrance in this Rose Bag was produced after several years experimenting—trying to produce a perfume for Sachets that is lasting.

Through a process of freezing this fragrance is developed, and will last from three to five years. This Rose Sachet makes a very acceptable Gift. Write for sample and prices.

CARNEY ART COMPANY

BUTTE ∴ ∴ MONTANA

OUR LINES OF EXCLUSIVE INCENSES MAY BE IN YOUR STOCKS IF NOT—WHY NOT? OLD GOODS, AND NEW—AND A RIGHT-UP-TO-THE-MINUTE LINE.

DIRECT FACTORY SERVICE AT YOUR COMMAND, BY APPLICATION

The Oriental Incense and Sunset Perfumes Co. (1904-22)

Importers, Manufacturers, Distributors

2315 So. Flower St. ∴ ∴ Los Angeles, Cal.

BASKETS BASKETS

MEXICAN

During the past four years, we have imported a great many baskets from Mexico. These baskets were made by families in their homes and sold to us at our buying and storing places, scattered over several hundred miles of country. Being made in this way, there was little uniformity in size, shape or class. We have recently established shops where, under our own supervision, we are making a very good, attractive and uniform line of clothes hampers, office-baskets and oval cane markets, but of the mixed stock, consisting of almost everything in willow and cane basketry, we have about fifteen carloads that we want to close out during the next sixty days.

Write for stock list and prices

T. A. McVICAR

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NOTE: Our Art Pottery from Mexico has been vastly improved during the past year, and our new items for the Holiday trade are now ready.

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The Representative Paper of the Industry
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AS THE EDITOR SEES IT

A BIG BUSINESS PROPOSITION

OF nation-wide interest is the big Merchandise Fair which opened last Monday with an attendance of 12,000 the first day, 1,100 of which were registered buyers. While this is the first affair of the kind ever held in this country and may be viewed in the light of an experiment, there are many reasons to believe that the experiment will be successful. Several large fairs have been staged in the United States, beginning with the Centennial at Philadelphia in 1876 and reaching what was perhaps the greatest exhibit in the Worlds Fair held at Chicago in 1893. But the Merchandise Fair of 1922 is entirely different from any which has been held. All other fairs were primarily designed to graphically show the progress of art and industry and were held for the general public as an educational enterprise. The fair which opened on the Seventh is quite different. It is a big business proposition —one of the biggest and most ambitious ventures of a big and highly commercialized era. Being a simon-pure merchandise exhibit, only buyers of merchandise are invited. Unlike other American fairs which were organized to display goods to furnish information, the fair just opened at the Grand Central Palace and the Seventy-first Regiment Armory, has as its sole object the display of goods for sale.

THE Merchandise Fair is an out and out selling proposition and while this is brand new in this country the idea is a very old one, tracing its origin back to the century old bazaars of the Far East. The bi-annual merchandise fair at Leipsic, Germany, having its inception in the twelfth century, is the most noted of commercial fairs down to date. But the Leipsic fair and the great Nizhni-Novgorod fair are international in character and attract buyers from all over the world. The fair opened here is practically national in scope. Foreign buyers will doubtless visit the fair, but its success will depend upon how well buyers and exhibitors co-operate to support it. So far as we can learn there is plenty of evidence that buyers are taking a great deal of interest in it and if the visitors buy as well as look, the fair will become an American institution.

THE fair is now open. It is now up to buyer and exhibitor to make it a success. Merchandise must be marked attractively as well as displayed effectively and as this is apparently well understood, considerable activity is anticipated from this source. From the buyers' standpoint, the fair is unquestionably an unusual opportunity. Never before has the buyer been enabled to see so many lines conveniently grouped at a central point. This will afford an advantageous opportunity to make comparison in a few hours which ordinarily would require several weeks. As stocks in the retailers' hands are conceded to be pretty low and as many buyers have been keeping stocks low and only entering the market for "fill ins," now is apparently a particularly good time to buy. The especially large number of visiting buyers in the city is highly encouraging. Reports from all parts of the country are distinctly optimistic as to future prospects and all quite generally agree that business for Fall is considerably more promising than it was last year. As we said before, the Merchandise Fair is a big business proposition. We believe it will be successful in bringing buyer and manufacturer together and install a feeling of greater confidence. And if it does that, sale values will be satisfactory and the fair will act as a much needed stabilizer on the merchandise markets.

A "Golden Rule" Store with a 20-Year Record

Chain Store Enterprise Started Back in 1902 Has Developed into Great Distributing System—First Store Opened in Small Wyoming Town the Nucleus from Which 313 Stores Have Sprung with Total Yearly Sales of About $55,000,000

TWENTY years ago J. C. Penney opened a general store in Kemmerer, a small Wyoming town. In the first year of its existence it did a business of nearly $29,000. This year the J. C. Penney Company, of which Mr. Penney is the founder and Chairman of the Board of Directors, issued a single check for $1,671,-693.51 in payment for shoes it had bought, and this check covered only a part of the company's purchases from a single manufacturing concern.

Mention is made of the check referred to, the largest yet drawn by the company, because it typifies the growth of the business in the twenty years that have passed since the first store was opened. Other indications of its rapid growth are that the company now owns and operates 313 stores, located in twenty-seven different States, and that steps are being taken to open fifty-eight additional establishments during 1922. The store that has so far been opened nearest to this city is located at Amsterdam, N. Y. Last year the total business done by the company was approximately $46,642,000 and, according to an estimate made yesterday by Mr. Penney, sales for 1922, with the fifty-eight new stores in operation, will reach about $55,-000,000.

Sixty per cent. of the buying of the Penney company is done for the Fall season, and it is estimated that the total business it will place this season will approximate $20,-000,000. In addition, several million dollars' worth of goods have already been bought for next Spring. Excepting for shoes, of which the company makes quite a specialty, the great bulk of the merchandise it sells is purchased in New York, where buying and general offices are maintained at 370 Seventh Avenue.

Up to a few years ago it was the custom of the company to bring its store managers to this city in a group. Here they would be divided into several parties and would comb the market thoroughly for the kinds of merchandise wanted. At night they would meet and compare notes, and a good deal of friendly competition developed as to who would discover the best "buys." The rapid growth of the business, however, soon made it necessary to concentrate the buying in the hands of a selected staff of specialists. This staff now consists of thirty-three buyers, of whom twenty-five are located in this city, two at St. Paul, Minn., and six at St. Louis. They work under the general supervision of J. M. McDonald, Second Vice-President and merchandise manager. Mr. McDonald, who at one time was a store manager himself, not only controls the purchases made for all stores, but also the amount of stock each carries.

Instead of the store managers coming to this city, a formerly, semi-annual conventions for them are now hel at St. Louis, St. Paul, Salt Lake City and Portland, Ore At these meetings samples of the season's purchases ar shown to the managers by heads of the various buyin departments, and the selling points of the merchandis and other important details are discussed. Ten buyer and three directors visit the conventions, and the forme are already making preparations to show Spring merchan dise on the trip they will make early in September.

While all the stores opened to date have been in citie and towns of 30,000 population or less, the amount o merchandise sold in the course of a year is very large.

In addition to the merchandise department, the loca offices of the company also house the sales department the accounting department, the real estate an store equipment department, the educational departmen and the advertising department. The employmen department is in St. Louis. The sales department i in charge of G. G. Hoag, an officer and direc tor, and under his direction come matters pertaining t selling in all the stores in the group as well as the wel fare of the sales employes. Counting those in the variou offices, the company now employs more than 4,000 per sons. The accounting department, the duties of whic are obvious, is in charge of George H. Bushnell, th company's first vice-president and controller. The rea estate and store equipment department finds locations fo and leases and equips new stores. It is directed by Gle G. White. R. L. Whitman heads the advertising depart ment, where all of the advertising matter for the store is prepared.

The education department is directed by Dr. F. B Short, who is assisted by Professor D. Walte Morton and Dr. Thomas Tapper. The endeavor of thi department is to have a personal contact with ever employe of the company, in order to assist in their per sonal development and to inspire them in their work. I publishes an attractive monthly house organ, and has pro duced a course in business training that has passed th scrutiny of some of the best writers on business matters as well as the practical tests of experienced business men This course, which is only for employes of the company is furnished to every salesman and saleswoman withou cost. It is given for the double purpose of helping then serve the public more intelligently and aiding them in ad vancing to higher positions with the company.

The company does business on a strictly cash basis both in selling and buying, regardless of the size of the or

er placed. Payments are made three times a month. No deliveries are made of goods purchased by consumers, which is a factor in keeping down the already low overead of the stores. One of the most distinctive features of he company's selling policy, however, is that no store in he group is permitted to hold special sales of any kind. The first price at which the goods are offered is the last rice, and executives of the company say that, due to the ow cost of doing business, the first prices are so low hat no reductions would be required to move the goods, ven if they were permitted.

Under the novel co-operative system by which the company does its business, the manager of almost every store owns a third interest in the store he manages. Very often the money with which to buy this interest is advanced by the company, and the manager is allowed also to own a third interest in as many other stores as he has the ability to develop. Large amounts of money are distributed annually among the saleswomen. The business of the company, according to Mr. Penney, was founded on the Golden Rule, and for some time the stores were known as Golden Rule stores. While this name is no longer used, he asserted yesterday, the principles on which the business was founded will never be changed.

Taxation and Business Prosperity

Present Tax Situation and Its Effect Upon Business—Principle of Income Tax Sound, but Surtaxes Should Be Imposed on Graduated Scale to Lighten Present Tax Burden Which Is Discouraging Investment Capital in Productive Enterprises

By M. L. Seidman, C. P. A. of Seidman & Seidman, Certified Public Accountants

INCOME taxation, and the filing of tax returns, has produced a number of interesting by-products. One of them is "telltale statistics." As a result of classifying taxpayers by States, industries, amounts of income, classes of income, and so forth, a detailed story of he distribution of the National income has been presented.

Statistics are rather uninteresting to the average man, unless they tend to bring out an important fact glaringly. Here are some that are in that class. Of the total annual income of this Nation, nearly nine-tenths goes to ndividuals with incomes of $5,000.00 or less; or expressing it in another way, only a little more than 10% of the National income is earned by those whose incomes exceed $5,000.00. It may be that this fact is generally known without reference to statistics; but I doubt whether it is generally known that the group that receives 90% of the income of this country pays only 10% of the tax, and that the smaller group, composed of those hat receive but one-tenth of the total income has been paying approximately 90% of the total income tax collected.

The basic principle of the income tax is concededly sound, as is the principle of the surtax. All students of axation agree that "ability to pay" should be the criterion of the tax impost. The man with a million dollar annual income can certainly afford, and should be made o give up, a greater proportion of his income in the form of taxes than the man who earns a thousand dollars a year. To tax them equally would be to tax them inequitably. For a 10% tax to the thousand dollar man neans encroaching upon his very ability to buy the bare necessities of life; whereas a 10% tax on the man who earns a million dollar income has no appreciable effect on his standard of living.

Logic of Graduated Scale.

Surtaxes, therefore, should justly and properly be imposed on a graduated scale, and fall heaviest on those individuals with the largest incomes. When practically applied, this principle is both logical, fair, and reasonable. The difficulty with our surtaxes has been and still is that they have been carried beyond practical limits, to the point where they have defeated their very purpose. They were originally enacted under the stress of war and upon an exploded theory of equitable distribution rather than upon sound business considerations. From 1918 to 1921, an individual taxpayer with an income above $100,000.00 paid 56% of that income in taxes to the Government. A man with a taxable income of$300,000.00 paid 68%, and he who had an income of $1,000,000.00 or over had to give up 73% to the Government. At the present time, the maximum surtax rate is 50%, and together with a normal tax of 8%, the maximum rate is 58%, applicable to incomes of $200,000.00 or more.

The determination of these rates were neither in accord with the recommendations and judgment of the responsible leaders of the Government nor did they represent the views of either of the two great political parties. Both President Wilson and President Harding, as well as Secretaries Houston and Mellon, have consistently advocated material reductions in our surtax rates; but their opinions, together with those of the best economic and tax minds of the country, have been disregarded, with the result that these burdensome rates now clog the road to the return of normal business conditions.

Other countries have had more serious administration problems than ours. They too have been participants in the war that drained their treasuries. How have they

fared with taxation? What recognition have they given to practical considerations?

Great Britain as an Example.

Let us review the conditions in Great Britain, a nation with problems more akin to ours. Great Britain has probably set the pace in raising revenue from income taxes, since she must collect almost twice as much proportionately as we do. Yet, no such impossible feat was attempted in collecting surtaxes at rates which we have been guilty of attempting to collect. Thus in spite of the fact that we have twice the population and probably three times the national wealth of that Nation. What do we find there? The British taxes are about twice as heavy as our own upon incomes in the neighborhood of $50,000.00 and are more than four times as heavy on incomes of $10,000.00. If the economic effects of the readjustment of capital have been less severely felt in England than they have in this country, it must be that England's income taxes have been imposed upon a broader, a more fundamental basis than they are here.

We have extended the theory of the graduated rate to the point where leading economists agree that the higher rates are almost entirely unproductive. It is sincerely believed that the United States Treasury would collect far more taxes from individuals with large incomes if the surtax rates were lower. The reason for this anomalous condition is founded in human psychology. Business is largely a human equation. If a 73% tax is imposed upon an individual whose income reaches and is in excess of a certain amount, it is but natural that he will do all he can to keep his taxable income below that amount through every means permissible. Moreover, as this tax must be paid in cash, although taxable income may be earned in any other form but cash, the extreme burden imposed by such rates cannot be denied. The tax then becomes a tax upon the ingenuity of the taxpayer to find lawful means of escaping it, rather than a tax upon his income.

The 53% Slump in Returns

That this has actually happened is not a mere assumption, but is borne out very emphatically by statistics; for from 1916 to 1918, the first years in which high surtaxes were imposed, the number of taxable incomes over $300,000.00 fell off 53%. The aggregated taxable income reported in those returns decreased from nine hundred ninety-two millions of dollars to three hundred ninety-two millions of dollars, an even greater percentage reduction than the number of returns. Yet, there must have been just as many large incomes in 1918 as in 1916. In fact, we can safely say that in view of the active business conditions in 1918, the larger incomes increased very materially. The decrease must, therefore, have been in taxable income reported and not in actual income. Thus, we have a convincing indication that surtax rates can be and have been brought to a point where they are unproductive and defeat their own purpose.

Tax-exempt securities in one form or another have been recognized as one of the main avenues of direct avoidance of the high surtaxes. Bonds and other tax-free securities, aggregating billions of dollars, are today outstanding, supplying a fertile field in which wealthy taxpayers may invest with no fear of taxation. Then again, under the 1921 Revenue Act, people may organize their own investment corporation to hold their investments and get off with nothing more serious than a 12½% corporation tax, if the corporations income is not distributed in dividends.

It must also be true that many transactions, where the individuals affected would gladly pay a moderate and reasonable tax, are now being deferred because of the severe tax payments their consummation would entail. In the 1921 Revenue Act, Congress gave some recognition to this factor by limiting the tax on the sale of capital assets to 10½%. The limitations placed upon this provision, however, make it of little practical value so far as eliminating the hampering effect that high surtaxes are producing upon business.

There is no doubt that many transactions are being completed in an artificial, round-about, unsatisfactory manner, with the primary purpose of escaping the extreme tax burden. The high surtaxes thus penalize the active man, the productive enterprise, and reward the idle individual, the man who places his funds in tax-exempt securities and thereby accumulates non-taxable income. It is but natural, therefore, that only such income as is accidental or entirely unexpected will be left subject to depletion by the extreme surtaxes.

China and Glass Production in Germany

The Union of German Porcelain Wares Factories (Verband deutscher Porzellangeschirrfabriken), Berlin reports an increase of production in 1921 over 1920. Donald L. Breed, Assistant Commercial Attaché at Berlin, informs us. The total production of 92 plants, which are members of the union, amounted in 1920 to 48,151 tons, while 97 plants turned out 62,935 tons in 1921. In 1920 the average production per plant was 523 tons; and in 1921 it was 650 tons.

Capacity production was prevented by shortage of coal. In 1920 the industry received but 41 per cent of its need of pit coal, 30 per cent of lignite, and 63 per cent of briquets. In 1921 it received 49 per cent of its need of pit coal, 42 per cent of lignite, and 80 per cent of briquets. Wood fuel was substituted.

In 1920 the monthly average number of laborers in the industry was 13,238 men and 12,242 women, in addition to 2,039 men and 24 women employed in the offices. In 1921 the corresponding figures were 13,929 men and 13,329 women laborers, with 2,090 men and 279 women in the offices. Wages advanced in 1921 along lines parallel with those in other industries.

Production costs are reported by the union to have increased from an index figure of 123.42 on April 5, 1920, to 323.72 in December, 1921, and to 381.49 in January, 1922.

In normal times about 60 per cent of German porcelain wares was exported. In 1920 only 28 per cent was exported and the rest was sold locally.

Before the war the United States was the principal

market for German porcelain goods. In 1912, for instance, the United States took from Germany 41.9 per cent of its total porcelain-goods imports. In 1919 the corresponding figure was 4 per cent; in 1920, 12.77 per cent; and in 1921 it was 44.48 per cent. Japan is Germany's leading post-war competitor in this industry.

German Glass Production

At the end of 1921 the glass industry of Germany was very active, particularly owing to large foreign orders. Inland demands were, in consequence, only partially supplied. The new export order of the Aussenhandelsstelle, requiring the invoicing of export goods at prices equivalent to those prevalent in the importing country, is expected to affect exports and correspondingly facilitate domestic purchases.

At the close of the year the glass industry in France, Belgium, Czechoslovakia, and the Scandinavian countries was reported to be inactive, and this slump increased the business of German manufacturers. With the revival of the industry in these countries it is expected that German production will fall off. The Glasshuette, one of the leading journals of the industry, states that "particularly Belgian and Czechoslovakian competition is making itself felt, though still without any remarkable effect."

Aside from this foreign competition, the industry is at present faced with the difficulty caused by the lack of soda and by the shortage of coal. The Industrie und Handels Zeitung claims also that the approach of raw materials and production costs to world market prices is also beginning to show unfavorable effects on the industry. There is, of course, a general upward trend of prices in the industry, which, in the case of mirror glass, were increased by as much as 60 per cent on April 5. Cable-glass prices recently have been increased 80 per cent.

Exports of glass and glassware in January amounted to 12,246 metric tons, whereas in February only 7,748 metric tons were exported. Chief among the glass exports during both months was hollow glass, of which 7,212 metric tons were exported in January, and 4,393 metric tons in February. During 1913 the average monthly exports of glass and glassware amounted to 6,952 metric tons.

Prague Fair Scheduled for September 9th

The fifth International Samplers Fair of Prague will be held September 9-16.

The last fair was a great success, there having been 5,500 exhibitors, and more than 200,000 visitors on an exhibition ground aggregating 350,000 square feet.

Czecho-Slovakia, being the center of commercial activity in Central Europe, and comprising 75 per cent of the whole of the highly developed industry of former Austria-Hungary, offers an excellent opportunity for establishing direct connections with the producers and manufacturers of the surrounding countries. The fair is also making a bid to American manufacturers and exporters, since Czecho-Slovakia, as a manufacturing country, is in need of raw materials and useful machinery which has been recently put on the market, as well as labor and time saving devices.

Czecho-Slovakia has for sale china, semi-precious stones, musical instruments, toys, artificial flowers and wicker furniture.

Information concerning the exhibition will be given at the Czecho-Slovak Legation, Washington, D. C., or any of the Czecho-Slovak consulates, or the "Bohemia" International Forwarding Company, Limited, the official forwarding agents and representatives of the fair, at 59 Pearl street, New York City.

British Exports and Imports

The foreign trade in British products for the month of May, 1922, shows a considerable decrease in pottery exports to the United States compared with the figures for April. The complete list as compiled by the *Pottery Gazette* of England follows:

	Month Ended May 31 1921	1922
POTTERY:	cwt.	
To Germany	3	664
" France	2,550	10,397
" U. S. A.	16,558	20,102
" Brazil	5,654	6,635
" Argentine Republic	9,177	30,591
" British South Africa	17,433	11,613
" British East Indies	21,312	21,002
" Australia	11,036	11,639
" New Zealand	3,751	6,683
" Canada	49,157	33,157
" Other Countries	81,957	75,260
Made up as follows:		
Porcelain, Chinaware, and Parian	1,009	1,260
*Jet, Rockingham, Samian and other Glazed Earthenware (except Terra-Cotta Ware)	52,689	58,429
†Stoneware and Terra-Cotta Ware and Unglazed Red Pottery, Brown and Yellow Ware	122,280	113,353
GLASS:		
Iluminating	431	314
§Domestic and Fancy	1,052	822
Bottles and Jars gross	21,706	29,986
IMPORTS OF CHINA, EARTHENWARE AND GLASS		
POTTERY:		
Porcelain, Chinaware, and Parian	407	1,713
All others	13,134	22,506
GLASS:		
Illuminating	6,455	12,281
§Domestic and Fancy	25,356	41,459
Bottles and Jars gross	52,981	119,759

* Including glazed terra cotta ware prior to 1922.
† Not including glazed terra cotta ware prior to 1922.
§ Including cooking utensils, table glassware, ornamental glassware.

RE-EXPORTS OF CHINA, EARTHENWARE AND GLASS

POTTERY:		
Porcelain, Chinaware, and Parian	56	103
All other sorts	547	116
GLASS:		
†Domestic and Fancy	273	256
Bottles and Jars gross	438	392

† Including cooking utensils, table glassware, ornamental glassware.

Salesmen On Pleasure Bent Hold Frolic by the Sea

Annual Outing of Pottery, Glass and Brass Salesmen's Association at Duer's American House College Point, L. I., proves Enjoyable Occasion with Ball Game and Athletic Features to Pep Up Well Attended Event

THERE are ships and ships. Ships of discovery and adventure sailing to the remotest parts of the globe. There are barks of romance and stolid crafts of burden, ships of state and vessels that silently pass by in the night. But far richer than even the treasure-laden argosies of poetic fancy are the barks of friend and fellowship. It may be stretching a metaphor a trifle to classify the huge bulk of sight-seeing buses as ships, but not many will disagree with us that the association members and their guests who boarded the forty-seaters last Saturday morning at 10.30, were pretty good representatives of fellowship. The time and the place and the day were well chosen, and to the accompaniment of Eddie Imke's jazzy band, the three buses hit the highroad leading to a day of hearty pleasure. But a mere bus is about as speedy as a sand crab compared to a nifty motor boat and "Commodore" Eddie Hammond, making a well timed start, speeded up from Larchmont at a 20-mile clip in his classy "Man-O-War," and created quite a sensation as he breezed in to the dock.



President Lee Schoenthal (gent on right) and E. W. Hammond, Registering 100 Per Cent Interest as They Wait for the Little Birdie to Hop Out While Their Picture Was Being Took.

The rest arriving via the asphalt route, in three nifty white Packards, minus shock absorbers, rolled majestically up to the door steps of "mine host" Duer, around the hour of twelve, ready to do full justice to the "eats." If there is anything more than another, that is calculated to contribute to a "feller's" appetite it is a ride in a motor bus. A good healthy breakfast, such as your great grandfather used to eat and still live to tell the tale, was devoured, within short order and the lusty outingites were out on the grounds ready to witness the battle between the married men and single men.

Married Men Go 50-50 with Single Men

With handpicked lineups, the married men under the wing of Capt. W. J. Kennedy were out to scalp the single men captained by Joseph McCauley. While there were moments when this seemed likely to happen, there were other moments when it seemed rather uncertain as a glance at the score will show. The game began with Kennedy at bat. "Bill" swings a wicked club but he failed to connect with Hawthorn's aerial rollers and fanned. Demars singled and landed safely on first sack. Doctor slammed one to right field and DeMars passed on to third. O'Hara walked. Moskowitz fanned, but the decision was not unanimous and Schoenthal retired as "ump" and Friedman went in as spotter of the subtle curves.

Katzenberg opened the second half of the first with a clout to deep center and skipped to second. Werner walked. Katzenberg dodged to third. Hammer walked. Hawthorn whanged out a double bagger. Hammer faded out at third. A wild peg let Werner and Katzenberg gallop across the plate. Hawthorn made a clean start on a passed ball and moved on to third. Katz fanned. McCauley drove out a double sacker and Hawthorn romped in. Rosenbaum sizzled.

The second opened as Greenspan walked, and neatly advanced to third on a wild peg that rolled past the farmer. Gordon fanned, and Greenspan galloped home on a wild throw. Frischman walked and, taking a chance, beat the ball to second. Young fanned and Frischman stole third, and loped home on sky rocketing throw. Kennedy tapped out a 2-baser, advanced to third on a wi





"Fightin' Bill" Kennedy (7th gent from left, upper row) Who Captained the Married Men's Team and His Lusty Bunch of Hand-picked Players That Made the 50-50 Score Famous.

eg and DeMars walked. Doc-
r tapped a slow one and was
uzzled out.

Gilfrich muzzled out with
me grounder to DeMars.
Rosenbaum whanged a hit to
ght and landed safe on first
ack, and advanced to second
n passed ball. Katzenberg
nned. Rosenbaum romped
ome on a wild peg. Werner
nned and Doctor was snuffed
ut on first.

O'Hara walked and copped
econd on wild peg. Mosko-
itz sizzled, Greenspan fanned
Gordon clouted the horsehide
nd beat the ball to third.
Frischman bammed a liner but
as muzzled by Hawthorn and
O'Hara was marooned on third.

Hammer walked and advanced to second on passed
all. Hawthorn bammed a bambino and landed safe on



Here's the Bunch of Horsehide Artists Corralled by Captain "Joe" McCauley (6th gent, upper left) That Look Pretty Good. Compare the Double Row of Sunny Faces with the Other Team, Then Look at the Score Then at the Photos, Again.

second as Hammer romped home. Katz sizzled, and Hawthorn loped home on wild peg. McCauley tapped a fly and was muzzled out on first. Robinson repeated and was muzzled.

Graubard singled and landed safe on first and advanced to second on Kennedy's sacrifice. Graubard loped to third on wild peg. DeMars clouted fly to center and reached first. Doctor bammed hit to left and landed safe on second as Graubard romped home.

O'Hara fanned. Gilfrisch singled and reached first. Rosenbaum sizzled. Gilfrisch stole second. Katzenberg fanned and Gilfrisch moved on to third on passed ball. Werner sizzled.

Moskowitz walked. Turkel fanned. Muskowitz beat the ball to second, passed on to third on wild peg and loped home on skyrocketing throw. Gordon snuffed out on pop to short. Frischman sizzled.

Kear fanned. Hawthorn bammed to center and landed on first and advanced to second on wild peg. Breitenger fanned. Hawthorn stole third and galloped home on passed ball. Block sizzled.

Graubard clouted the horsehide for a 2 sacker, advanced to third on wild throw and romped home on passed ball. Kennedy clouted a double sacker, beat the ball to third and romped home on wild peg. Wagner walked. Married men ran up score to 10, and single men advanced to 9, but by agreement, following an animated chewing match, the score was officially announced as 9-9. This gave a 50-50 deal to all and hurt no one's feelings. All to the cats' meow—the eels' ankles we'll say, hot dog!

(*Continued on page 26*)

THE 50-50 SCORE

Single Men		A.B.	H.	R.	*Married Men*		A.B.	H.	R.
Katzenberg	1b	4	1	1	Kennedy	c	4	1	1
Werner	3b	3	1	1	Demars	p	3	2	2
Hammer	c	3	1		Doctor	1b	4	2	1
Hawthorn	p	3	3	3	O'Hara	2b	4	1	1
Katz	lf	1			Moskovitz	3b	4	1	1
McCauley	cf	2		1	Greenspan	rf	3	1	1
Robinson	rf	1			Gordon	cf	3		
Gilfrich	2b	3	1	1	Frischman	ss	3	1	1
Rosenbaum	ss	3	2	2	Young	lf	1		
Breitenger		2			Wagner		1		
Block		1			Turkel		1		
Kear		2			Graubard		1		1
Total		28	9	9			32	9	9

Breitenger replaced Katz in 4th inning
Block " McCauley in 4th inning
Kear " Robinson in 4th inning
Turkel " Greenspan in 4th inning
Graubard " Young in 3rd inning

Married Men	3	1	2	1	1	1	9
Single Men	1	2	1	1	1	3	9

Umpires: Lee, Schoenthal, Friedman, Wm. Wagner.



"Billy" Lynch and a Bunch of Fans in Action at an Exciting Moment in the 6th Inning with 3 Men on the Sacks.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

MAKING her first trip as head buyer for the John Shillito Co., Cincinnati, Ohio, Miss M. S. Aufderheide was welcomed in the New York market this week by the local trade. She was formerly assistant to N. L. Clark, recently resigned. She is a woman of excellent personality and at once impresses one with her thorough knowledge of the business. It is the opinion of all who have had the pleasure of meeting her that the concern has made no mistake in placing her in charge of their china, glassware and housefurnishing departments. She is stopping at the Seville.

Homer J. Taylor, president of the Knowles, Taylor & Knowles Co., after attending the summer meeting of the United States Potters' Association at Trenton last week, came on to New York for a few days' rest before returning to East Liverpool. He expects to remain here the most of this week. Of course he dropped in for an unofficial visit with the firm's New York representative, E. W. Hammond.

Mr. Lannes, manager of the soda fountain and lunch counter operated by R. H. Macy & Co., is singing the praises of his new "Nonik" glassware service which he recently adopted for use in these departments.

L. J. Koster, buyer for "The Famous" store, Braddock, Pa., arrived in town on Monday to make his fall purchases of china, glassware, housefurnishings and toys. He is making his headquarters at their New York office, c/o Livingston & Cohen, 38 West 23rd Street.

Guy E. Crooks, head of the Crooksville China Co., after attending the summer meeting of the United States Potters Association held at Trenton, took the opportunity of coming to New York last Friday for a visit with his local agent, Guy Cooke, before returning home.

J. H. Cahne has been engaged by David L. and Chas. L. Wise, 10 West 23rd. St., to assist Charles Wise in calling on the trade in the Metropolitan District.

The well known importer, Jas. B. Boote, on his recent trip to the several factories in England, which are represented in this country by Edward Boote, arranged for the early showing at the concern's salesroom, 35 West 23rd St., of new lines of samples which have been in preparation at the Cauldon and Wood & Sons factories for some time. Most of the patterns have been designed particularly for the American trade. Mr. Boote, who submitted suggestions for many of them, arrived in England to place his stamp of approval on them before they were shipped to this country and said they were all he had hoped for. They are now on the water and are expected to be shown here very soon.

Chas. Challinor, factory manager for the United States Glass Co., passed through New York last week accompanied by his daughter, for his annual vacation in Maine. He stopped off for a day for a visit with his son Frank who is with the concern's local office.

L. O. Lankas who has been a stranger to New York since Bawo & Dotter, with whom he was associated for many years, discontinued business, was calling on many of his old friends in the trade here last week, who are glad to hear that he has returned to make his home in New York. He has been connected with Cassidy's Ltd. Winnipeg, Canada, for a number of years.

J. M. Takito, of the Taiyo Trading Co., who has charge of the concern's manufacturing interests in Japan, arrived here last week for his first visit in two years.

John Skelton, who is associated with his brother, Frederick, manufacturers' agent, is enjoying a two weeks sojourn amid the rural surroundings at Carmel, N. Y.

S. G. Shoemaker, buyer for Tupper Bros., Plainfield, N. J., resigned his position with the firm last Saturday. He is considering two or three offers of buyerships, but has reached no definite decision as to which he will accept as yet.

J. Arthur Davison, with John Davison, Inc., leaves on Friday of this week with his family for Maine, where he will put in the remainder of the month. He expects to make the trip in his car, as is his usual custom each summer.

J. L. Lynch, buyer for J. Bacon & Sons, Louisville, Ky., finished up with the placing of his fall orders in the local market this week, and instead of remaining here for two weeks longer on his vacation, as was his original intention, he will leave the last of the week for Syracuse, where he and Mrs. Lynch will join some friends in making a motor trip.

Martin Engelhardt in charge of the china department for L. Barth & Sons leaves on Saturday for a two weeks vacation in the Adirondacks.

Operative Potters Wage Conference Slated for August 23rd

The wage conference between the Labor Committee of the United States Potters' Association and the conference committee of the National Brotherhood of Operative Potters, will be held in the Hotel Cleveland, Cleveland, O., beginning August 23. Heretofore all wage conferences have been held in either New York or Atlantic City. The length of the conference cannot be determined, as it has been the policy of the joint committee in the past to "stick" until an agreement was made a matter of record.

W. E. Wells, of the Homer Laughlin China Co., is chairman of the Labor Committee of the Potters' Association. The list of demands coming from the operatives, which will form the basis of the Cleveland discussion was published in the CROCKERY & GLASS JOURNAL in the issue of August 3rd. Summing up these propositions, a higher wage and a decreased working hour are salient points sought by the workers.

Glass Wage Conferences End in Atlantic City; Fail to Settle Wage Question

The Iron Mould and Caster Place Departments which came up for conference between the manufacturers and committee representing the workers at the Marlborough-Blenheim Hotel, Atlantic City, N. J., on August 5, adjourned without reaching an agreement on the wage scale.

The blanks for cutting as well as Oven Ware Departments will be taken up in conference in Pittsburgh at a later date. Results of conferences in the other departments were published in the August 3rd issue of the CROCKERY AND GLASS JOURNAL. The August 5th session ended the conferences in Atlantic City for the year. They had been in progress since July 24th.

Vail & Young to Move

Vail and Young, manufacturers' agents, who have been located at 16 West 23rd Street, where they occupied a part of the showroom with Bates & Ledden have arranged to move to 1133 Broadway, corner of 26th Street, on August 15th, where they will occupy room 601. The addition of the Edwin Bennett Pottery Co. line of Baltimore, Md., which they have acquired for representation in the New York market, in addition to their glassware factories which they already represented, has made the change necessary, in order to give them enough room for the proper display of their various lines of samples.

Hammond Gets Jeannette Line

E. W. Hammond, 10 West 23rd Street, has added the Jeannette Glass Co., Jeannette, Pa., manufacturers of a strong line of pressed glass specialties to the other lines he represents in the New York market. A full line of samples from the factory are now on view at his salesroom.

Buyers in New York

AUGUST 4, 1922.

Henry Henoch, department store mdse., Henry Henoch, Clinton, Ill., Pennsylvania.

A. W. Mackie, china and glassware, Ernst Kern Co., Detroit, Mich., 1107 Broadway.

Edward A. Hoffman, toys, E. A. Hoffman, Elmira, N. Y., Grand.

Miss Vollmer, toys, Gimbel Bros., Milwaukee, Wis., 32nd St. and 6th Ave. (N. Y. Office).

AUGUST 5, 1922.

C. J. Robinson, china, glassware and fancy china, Jordan Marsh Co., Boston, Mass., 432 4th Ave.

Miss Vollmer, toys, Gimbel Bros., Milwaukee, Wis., New York Office, Broadway and 32nd St.

Thomas M. Walshe, housefurnishings, china and glassware, George McBain Co. Inc., Roanoke, Va., care D. G. Union 432 4th Ave.

S. S. Weisman, housefurnishings, Winter Co., Shrevesport, La., care H. Stern, 37 West 28th Street.

Mr. Jamieson, representing Jamieson Housefurnishing Co., Trinidad, Colo., 32 West 25th Street (Jay Co.).

AUGUST 8th, 1922.

Mrs. H. Nichols, dolls, D. C. Yeager Co., Akron, O., 1170 Broadway.

Sol Ruben, housefurnishings, M. Rich & Bros., Atlanta, Ga., care Kirby Block & Fisher, 352 4th Ave.

W. I. Miller, toys, Miller's Dollar Store, Atlanta, Ga., Grand Hotel.

A. A. Hall, china and glassware, Hutzler Bros. Co., Baltimore, Md., care Kirby Block & Fisher, 352 4th Ave.

L. J. Koster, housefurnishings, Katz & Goldsmith, Braddock, Pa., 38 West 32nd Street.

Miss O. E. Gibson, gift shop goods, John H. Ling, china and Mrs. A. Marque, lamps, Mandel Bros., Chicago, Ill., 13 East 22nd St.

M. V. McMahn, toys, Higbee Co., Cleveland, O., Commodore Hotel.

C. W. Sharp, toys, F. & R. Lazarus, Columbus, O., 225 5th Ave.

L. J. Hunkler, housefurnishings, Elder-Johnson Co., Dayton, O., 240 Madison Ave.

R. B. Richart, toys, Tuerke Merc. Co., Fort Dodge, Iowa, Prince George.

Miss Emmerich, lamps and shades, H. P. Wasson Co., Indianapolis, Ind., care A. Fantl, 116 West 32nd St.

Miss N. Connors, gift goods, R. E. Pennington Co., Jackson, Miss., care A. Fantl, 116 West 32nd St.

M. C. Cole, china and glassware, Gilmore Bros., Kalamazoo, Mich., Latham.

E. M. Buther, housefurnishings, B. Lowenstein & Bro., Memphis, Tenn., 116 West 32nd St.

E. H. Taylor, housefurnishings, Maison Blanche, New Orleans, La., 116 West 32nd St.

A. R. Smith, housefurnishings, M. B. Arnstein & Co., Knoxville, Tenn., Woodstock.

W. H. Hartlep, toys, Lorch Bros., Pittsburgh, Pa., Pennsylvania Hotel.

E. Levy, china and glassware, Kaufman & Baer, Pittsburgh, Pa., 404 4th Ave.

J. G. Paulette, housefurnishings, Mrs. Cora H. Newman, china and glassware, Miller & Rhodes, Inc., Richmond, Va., care Dry Goods Union, 432 4th Ave.

Thos. M. Farrell, housefurnishings, E. W. Edwards & Son, Rochester, Minn., Martinique Hotel.

C. A. O'Connor, toys and housefurnishings, Spokane D. G. Co., Spokane, Wash., 440 4th Ave.

Mr. Baxter, china and housefurnishings, LaSalle & Koch Co., Toledo, O., 225 Fifth Ave.

Miss E. M. Foberg, gift shop goods, Pelletier Stores, Topeka, Kans., care A. Fantl, 116 West 32nd St.

J. MacFarquhar, toys, J. Hertzberg, housefurnishings, S. Kann Sons Co., Washington, D. C., 432 4th Ave.

E. Maginnis, china and lamps, P. J. O'Hara, toys and housefurnishings, Straus-Hirschberg Co., Youngstown, O., care Baer & Lilienthal, 1150 Broadway.

Mrs. R. Quackenbush, art and gift goods, Quack Gifts Shop, Wichita, Kans., Cadillac.

Mrs. M. Stayman, housewares, toys and dolls, Stayman's, Worcester, Mass., Willard.

Miss M. Auferhide, housefurnishings, china and glassware, John Shillito Co., Cincinnati, O., 432 4th Ave.

Miss L. Schuer, toys, china, glassware, lamps and housefurnishings, McAlpin Co., Cincinnati, O., 23 East 26th St. (Knott).



"More than an office building"

THE FIFTH AVENUE BUILDING

Broadway and Fifth Avenue
at Madison Square

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New York Headquarters for Crockery and Glass

Buyers of Crockery or Glass visiting the sales offices of manufacturers in this building will find unusual solicitude for their comfort and convenience. There is a thoroughness about the service more often associated with hotels than office buildings. Guests of the occupants are guests of the building.

It is this service and the convenience of finding so many sales offices under one roof that brings buyers directly to The Fifth Avenue Building.

M. S. Blakely, housefurnishings and toys, Trask, Prescott Richardson, Erie, Pa., 23 East 26th St. (Mdse. Reporting Co.)
H. Hinck, housefurnishings, The Meyers Co., Greensboro, N. C., 23 East 26th St. (Mdse. Reporting Co.)
J. D. Leach, gift shop goods, Zinner, Bradshaw Co., Huntington, W. Va., Latham Hotel.
E. R. Hauge, toys, L. H. Field Co., Jackson, Mich., Latham.
H. P. Salsar, housefurnishings, William F. Gabel Co., Altoona, Pa., care Syndicate Trading Co., 240 Madison Ave.
E. Zeller, general mdse. and toys, W. Koch Importing Co., Baltimore Md., Imperial.
E. M. Luther, housefurnishings, B. Lowenstein & Bro., Memphis, Tenn., 116 West 32nd Street.
Mr. Kaufmann, housefurnishings and toys, Bannon Bros., St. Paul, Minn., care Kirby Block & Fisher, 352 4th Ave.
J. Hertzberg, housefurnishings, china and glassware, S. Kannson Co., Washington, D. C., 432 4th Ave.
W. M. Lease, housefurnishings, china, glassware and toys, P. Weists Sons, York, Pa., care W. Gross, 370 7th Avenue.
C. J. Robinson, china, glassware and fancy china, Jordan Marsh Co., Boston, Mass., 432 4th Ave.
B. McManamon, housefurnishings, china and toys, Deardoff Co., Galliopolis, O., 1170 Broadway (Morgan & Ahrens).
S. Klugherz, toys, Home Music Co., Lancaster, Pa., Pennsylvania.

AUGUST 9, 1922.

Frank M. Reiser, toys and gift shop goods, Kline-Eppihimer Co., Reading, Pa., Imperial Hotel.
I. Halpern, housefurnishings and toys, Stix-Baer & Fuller, St. Louis, Mo., Pennsylvania Hotel.
M. J. Gleason, housefurnishings, Jameson's Housefurnishings Co., Trinidad, Col. McAlpin Hotel.
Bob Padgett, toys, J. C. MacInnes Co., Worcester, Mass., care D. G. Alliance, 404 Fourth Avenue.
P. Flanagan, toys, M. O'Neil Co., Akron, O., care E. M. Sostman, 37 West 26th Street.
M. Gordon, housefurnishings, M. Gordon, Boston, Mass., Pennsylvania Hotel.
Edith M. Lawrence, gift shop goods and lamp shades, H. Jonap & Co., Cincinnati, O., McAlpin Hotel.
E. D. Stoffer, toys, May Co., Cleveland, O., 37 West 26th Street, care E. M. Sostman.
Mrs. W. A. Muller, gift novelties, Sanger Bros., Dallas, Texas, Pennsylvania Hotel.
M. H. Blakeley, housefurnishings, china and toys, Trask, Presscott & Richardson Co., Erie, Pa., 23 East 26th Street.
E. M. Luther, housefurnishings, B. Lowenstein & Bros., Memphis, Tenn., 116 West 32nd Street.
L. Benedict, toys, Mandel's Inc., New Haven, Conn., 1150 Broadway.
Miss H. S. Roeber, Gift Novelties, Hetzler Bros. Co., Baltimore, Md., care of Kirby, Block & Fischer, 352 Fourth Avenue
G. H. Guest, housefurnishings, Jordan Marsh Co., Boston, 432 Fourth Avenue.
R. H. Schnepf, china, housefurnishings and toys, Columbus D. G. Co., Columbus, O., Prince George Hotel.
G. D. Srowe, china, glassware and toys, Younker Bros. Inc. Des Moines, Ia., 305 Fifth Avenue.
Miss Paddack, gift novelties, Geo. A. Gray Co., Duluth, Minn. Waldorf Astoria.
Miss M. E. Wilkinson, glass, china and baskets, The Barton Co., Manchester, N. H., Prince George Hotel.
Miss M. C. Fargo, gift shop goods, Gimbel Bros., Milwaukee Wis., Pennsylvania Hotel.
F. E. Kirby, housefurnishings and china, Frank E. Kirby Mt. Vernon, O., Commodore Hotel.
E. A. Roe, housefurnishings, W. A. McNaughton, Muncie Ind., care Kirby Block & Fischer, 352 4th Ave.
F. M. Taylor, china and toys, F. M. Taylor, New Orleans, La 116 West 32nd St. care M. H. Gradwohl.
J. F. Kirkton, toys, Kirkton Photo Stores and Gift Shop Palm Beach, Fla., McAlpin Hotel.
Mrs. M. Harggesheimer, gift shop goods, Eagle Book & Gift Shop, Rochester, Minn., Imperial Hotel.
C. N. Greaza, glass and china, Field-Schlick & Co., St. Paul Minn., 164 Broadway care Fellows Buying Corp.
J. MacFarquhar, toys, S. Kann Sons Co., Washington, D. C Waldorf Astoria Hotel.

AUGUST 10, 1922

Julius Bruneman, housefurnishings, Blumenthal Supply Co Ansonia, Conn., 531 8th Avenue.
L. B. Lilienthal, china and glassware, Lilienthal Crockery Co Atlanta, Ga., Netherland.

(*Continued on Page* 34)

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

[T does not seem probable that the members of the United States Potters' Association will see their way clear at this time to grant any increase in wages to mployes. The time and place for the forthcoming wage onference have not been selected, although the Labor ommittee of the Association has been fully advised as to he wishes of the members of the Association in the adistment of the wage scale for the next fiscal term. Some anufacturers have pointed out that to re-establish wages s they prevailed during 1921 would only result in the anufacturer being compelled to revise selling lists upard, and any such action would be fully resented by istributors. A number of pottery workers have made it lain that no wage advance is expected; this in view of he fact that particular suggestions have come from the rotherhood convention asking for the re-establishment f former wage scales.

With a capital stock of $100,000 the Healey-Bedson ottery Co. has been formed at Trenton, N. J., by tephen J. Healey and Harry Bedson, both of Trenton.

The Atlas China Co. has been the name selected for the usiness formerly known as the Crescent China Co., at Niles, O., which has been taken over by O. H. C. Arendts. The new interest has been incorporated under Ohio laws with a capital stock of $550,000, and the busiess is now controlled by people of Niles. The Crescent hina Co., was a former Sebring interest, headed by F. A. ebring. Decision of the latter to erect a seven-kiln lant near Sebring caused the sale of the plant at Niles.

The American Ceramic Society summer excursion eeting will begin next Sunday, Aug. 13, and close on he 19th. Members of the society will visit Rochester nd Buffalo, N. Y., and Niagara Falls, Montreal, Ottawa, Kingston, Toronto and Hamilton, Canada. A daylight rip from the Thousand Islands to Montreal will be a feaire of the week. A number from the East Liverpool disrict propose to take the journey.

According to local railroad advices, a scarcity of box ars is being anticipated with the adjustment of the rail trike. Even now, so railroad men in this district advise, here is no over-supply of such rolling stock. Car lot uyers of local ceramic products may suffer some delay n receiving shipments, should the shortage become acute, s it did during the war period.

Manufacturing of ware in the new unit of the Onondaga Pottery Co., at Syracuse, N. Y., continues on an enarged scale. The new addition was opened June 9, and since then there has been a gradual increase in the output of the different departments. A feature of the business of this firm is found in the fact that it designs and manufactures its own decorations, thereby always having in its line original patterns.

A. C. Hoffman has been appointed southern representative of the Trenton Potteries Co., Trenton, N. J., with headquarters at Asheville, N. C.

Eugene A. DeLan, formerly of Trenton, is in charge of the decorating department of the Shenango China Co., New Castle, Pa., manufacturers of vitrified hotel china. The Shenango China Co. recently increased the size of its decorating department, which permits the employment of a larger force of skilled decorators. Some very clever new decorations have recently been added to the line.

Shipments of dinnerware from the East Liverpool district by the water route seem to be increasing of late. Frequently boats south bound have been unable to take aboard all freight offered, leaving many shipments for the following boat. Late last week tonnage equal to five cars was shipped from here to Pittsburgh by boat.

Local clay brokers have been advised of a change in the market on English china clays. The new price schedule reduces quotations "approximately three shillings" per long ton. Imported china clays are now selling on a basis of $13@$18 per ton, domestic washed $8@$10 and unwashed $6@$8 per ton.

Establishment of two art potteries in the South recently will be watched with interest by the trade. Yowell & Erber have opened a small shop at Orlando, Fla., where several East Liverpool potters have been engaged, and now another is to be opened at Oak Cliff, Texas, by the Texas Chinaware & Novelty Pottery Co. It may not be long until the products of these new art shops will be offered in the northern markets.

A. S. Shook, who has been representing the E. H. Sebring Pottery Co. in the Indian territory, has been spending several days at the home offices, arranging his fall line.

Open stock dinnerware for the department store trade is to be made a big feature by the French China Co., Sebring, O., which is building four double decorating kilns in a large building adjoining the pottery which it

(*Continued on page 34*)

Merchandising News from the Retail Stores

Sales Notes Which Show What Well Known Shops Are Doing to Promote Trade—Novelties and Short Sets Are Seasonable Features—Gift Shop Goods in Glass and Silver Well Displayed —Many Sales of Aluminum and Housewares and Electric Utilities Now On

ON the second floor of John Wanamaker's, at the entrance of the china and glass department, for which L. J. Gasper is buyer, there is an interesting showing of garden pottery. Granite vases, bird fonts, garden seats, and flower boxes, tall and small pedestals for the garden entrance, with huge glass mercury-lined gazing globes, fountain basins and a host of other enticing decorative suggestions. America is imitating the gardens of foreign estates in adopting this delightful form of outdoor adornment. On the same floor and adjoining this section is the lamp division where there is an extensive assemblage of decorative candles suitable for table or other ornamental purposes. A very odd candle shows a camouflage decoration, all the colors are formed to represent the war-time ship decoration, which makes a novel type of design. A range of all popular colors in small and large candles are shown, in fancy designs, spiral and plain—pink, blue, orange, purple, yellow, green, white and black with a predominance of floral or other designs. Small candles suitable for birthday cake or Christmas tree are among the collection.

The Woolworth chain stores are displaying some very good ten cent values in tin ware—patty pans, sieves, cheese and cocoanut graters, cake and bread pans and many other items which are worth-while ten cent inducements. A line of grey enamel ware in medium size preserving kettles and other kitchen utilities are also remarkably attractive ten cent offerings. Glassware is conspicuously displayed in all of the stores operated under the Woolworth system. There is also a prominent window display of summer toys, sand sets, pails and shovels and many others, suitable for beach amusement.

The Braus Galleries, 385 Fifth Avenue, is selling an exclusive variety of lamps and shades at 20 per cent discount. Exceedingly desirable bridge lamps with parchment shade in several decorative designs, at $20.00, and odd lamps with parchment shades at $25.00. A full line of artistic metal and porcelain lamps for boudoir or reading with handsome silk shades in plaited and other effects at reasonable prices. A very unique and dainty boudoir lamp with base and shade is developed in delicate pink silk, the edge of the shade finished with a ruffle of orchid colored silk, with decoration formed with festoons of silk roses in darker shades and green leaves on the body of the lamp shade, and around the base is a novel and unusually beautiful idea for a small lamp. Book ends in polychrome and other finishes, a variety of small candle screens, square and oblong, brass candlesticks and candelabra, and very useful smokers' wrought iron stands with porcelain ash tray in all the prevailing colors—blue, oorange, green, rose, etc.—are some of the attractions at reduction prices.

A sale of aluminum ware on the 6th floor, James McCreery, housefurnishing department, under the charge of A. J. Becker, buyer, has some strong values at 95 cents each. Frying pans, dish pans, tea kettles, double boilers, coffee percolators all at this exceedingly attractive price. In the basket division of the housefurnishing department there is offered some splendid sturdy sewing baskets or stocking baskets, in a variety of designs and shapes, hampers, both willow and fiber, in square, round corner shapes are good summer specialties. A new line of paper luncheon sets, comprising spoons, forks, table cloth and napkins, are popular outing necessities at 50 cents a set.

The Lamp, China, Glass and Gift Department on the third floor of John Daniell & Sons, 9th street and Broadway, is showing some very artistic lamps with metal and parchment shades. Mme. Jeannott, who has been buyer of numerous departments for the above store for over fifty years, has shown discriminating taste in the selection of these beautiful lamps and shades. Metal lamps with porcelain shades, canopy and flaring shapes, are priced at $9.50, $11.50 and $12.95. These are very attractive in design and coloring to harmonize with interior furnishing and decorations. A full line of unique lamps with silk shades in various colors and trimmings for reception room or boudoir are favorably priced. China, glassware, baskets and novelties at popular prices are housed in this department. Luncheon and tea sets are seasonable summer specialties among the collection on this floor.

Some extraordinary importations are shown at "The Oriental Store," Benjamin E. Palmer, 261 Fifth Avenue, importer of Japanese, Chinese, India and Persian goods. A very interesting bowl in Shosan Pottery is made by an old Japanese, who although wealthy, has devoted his time to perfecting this style of pottery. He lives on "Porcelain Hill" in Japan, where he works out his special designs. These bowls are ivory white with design of blue flowers or other colors in clouded effects. They are extremely original in coloring and decoration, being the sole product from the hands of this unusual Japanese pottery lover. Mirror black vases, with gold penciled design, porcelain lamps, an extensive assortment of can-

(*Continued on page* 30.)

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

IT is the belief of glass manufacturers that the demand for the entire general line this fall will be equal to best previous records, provided, however, industrial skies are cleared. Of late there has been a noticeable tendency on the part of some buyers to anticipate future requirements in somewhat more liberal volume than has been the custom during the earlier months of the year, and should this situation continue, all factories will be rather liberally supplied with orders. September is being looked upon as the turning point, and current opinion is that the last four months of the year will prove to be among the most active of the season.

Designing of new lines for the 1923 trade has been taken up by many manufacturers. It is currently reported that not many new table lines will be put on the market next season, although current offerings will be augmented by the addition of new items. It is recalled that the lines shown last January at the Fort Pitt Hotel were strong in specialties and that the demand for these designs even to this day is said to be rather active. That the specialty business will continue good during the remainder of the year there is very little question.

The capacity of the Toronto, O., plant of the Gill Brothers Glass Co., Steubenville, is to be increased by the removal of the production of their No. 4 furnace at Steubenville to Toronto. This furnace has been idle for some years. At the Tronto plant the business will run strong to chimneys and lantern globes, while the lighting line will be strengthened at the Steubenville plant, which is one of the oldest glass factories in the country.

The H. C. Fry Glass Co., Rochester, Pa., has placed on the market a new specialty which is bound to have a large demand. This is a baby milk bottle and is made of the same glass as the new specialty line, which was shown for the last time at the Fort Pitt exhibit by Howard Fry. The item is having an active call from the drug trade, although some department store buyers who have learned of the new item have been ordering it in gross lots.

Operations have been increased at the plant of the Seneca Glass Co., Morgantown, W. Va. One of the plants of this concern which has been active occasionally during the last four years has now been placed on an active schedule.

Shipments of glassware from this district to the southern market by the water route have increased about 40 per cent since the beginning of the rail strike, so river traffic managers report. The same situation applies to the shipment of glassware from the Wheeling, Moundsville, Paden City and New Martinsville districts.

George Yost, head of the Bellaire (O.) Bottle Co., has confirmed the report that negotiations are pending for the transfer of that business to other interests. Conferences with this end in view have been held of late.

The semi-colonial pattern shown early this year by the Co-Operative Flint Glass Co., Beaver Falls, Pa., has proved popular with the trade throughout the season. Included in this line is found a footed celery tray, spoon tray, relish dish, jug, baskets and tumblers. The candle stick line of this firm, with plain bottoms, is also in good demand.

A recent survey made by the Federal geologists shows that close to 2,000,000 tons of sand is used annually in the United States in the manufacturing of glass. Combined with the volume used in the pottery trade, the amount used in the two lines exceeds that reported by the Government.

Some slight improvement in the demand for lighting glassware was reported by manufacturers in this district this week. Factories featuring this line, however, have not been working to capacity, although the output is greater now than heretofore this year. Increased building activity is said to be the reason for the new demand.

About $30,000 is being spent by the Indiana Glass Co. on its Dunkirk, Ind., plant in putting through an improvement program. With these changes completed, the production will be increased.

Salesmen for the United States Glass Co. have started over their territories, following their usual summer vacation. This force has been at the home office during the last month.

Recent damage caused by a slight fire at the plant of the Monongah Glass Co., Fairmont, W. Va., has been repaired, and the plant is now working as usual. The fire was caused by a bursted tank.

All glass manufacturers in this district who list a container line say that the demand this year for such items is far in excess of that of previous seasons. Some of the fruit jar manufacturers have such heavy business on file, that all prices have been withdrawn. Stocks at factories are exceedingly low, and the majority of plants are run-

ning full time on current business, it being impossible to assemble future stocks. Both domestic and commercial demand for the container lines is pronounced good.

Business interests at Scottsville, Va., are seeking correspondence with those who would be interested in establishing a glass factory at that place. The Big Bend Power Co. is an active leader in increasing the industrial activity of that district.

Several of the buildings formerly occupied by the National Glass Co., Rochester, Pa., are being razed and the sites used by the American Borax Co., for the erection of new plants. This takes from the Rochester district several of the older glass factories.

The larger mail order houses have been rather active in ordering glassware during the last few months, and the demand from this source even during the last few weeks is considered good. These houses report increased sales during the first six months of the year, and now they are ordering for early fall. The two large Chicago interests have been placing rather liberal specifications of late.

Salesmen Hold Frolic by the Sea

(*Continued from page* 19)

ATHLETIC NUMBERS NOT SO BAD EITHER

When the excitement of the ball game had subsided sufficiently for "Billy" DeMars, chairman of the Sports Committee, to break loose from the argument that followed, he announced the "100 Yard Dash," as the first event on the program of athletics. And what did "Billy" do but start right out and win the first prize himself. Arthur A. Frischman came in second, and D. E. Rosenbaum third.

The second event was the "Old Man's Race" for youngsters over fifty. Some pretty spry boys, who have been identified with the trade more than three years, lined up for this race as follows: Ed. Hamblin, E. W. Hammond, Charles Kraft, Charles A. Postley, William E. Doctor, G. M. Abbot and Leonard Stock. Oh boy! you ought to have seen them sprint. "Eddie" Hammond won, while Hamblin gave him a hard tussle for second and Doctor wasn't far behind as third winner.

The "Three Legged Race" was next and was won by the trades "Athletic Stars" "Joe" McCauley and "Billy" DeMars. Arthur A. Frischman and A. A. Graubard came in second, and Arthur Renz and Maurice Turkel third.

What's a "Fat Man's Race" without "M. S." Benford, but it was held just the same, even if the sylph-like "Moe" refused to participate. Read the line-up and you can fairly hear them begin to puff and blow just at the thought of running. Here they are: E. W. Hammond, H. Mansell, H. A. Diehl, E. Torlotting, Charles Kraft, M. Turkel, Percy N. Leyland, H. Schwartz, Jos. McCauley and E. Katzenberg—"Joe" McCauley came bouncing in first, without scarcely turning a hair. E. Katzenberg was close on his heels for second place, and M. Turkel was third.

They'll all have to go some, to beat Carl Bethman in a jumping contest. He took first prize in the Running Broad Jump, J. Pecoraro, second, and Arthur Renz, third.

Arthur A. Frischman, William J. Kennedy, A. A. Graubard and Clarence Young were the winning team in the "Relay Race," Arthur Renz, T. Gilfrisch, E. Katzenberg and D. E. Rosenbaum were second and William DeMars, Langley Hawthorn, Jos. McCauley and Carl Bethman were third.

The "Shoe Race" was one wild scramble. Shoes were ripped apart and thrown in every direction, but somehow, the contestants all managed to find their own in remarkably short time. Arthur A. Frischman took first prize, E. W. Hammond, second, and William J. Kennedy, third.

The "70 Yard Dash" was won by E. Katzenberg, William DeMars was second, and A. A. Graubard, third.

The "Race for Officers and Charter Members," was a walkover for President Lee Schoenthal, anyway, that's what "Jack" Hines says, E. W. Hammond came in second, and J. J. Hines third.

In the tenth event, the "Consolation Race," for everyone who had not won a prize in the previous contests, G. Pasternak, J. Phillips and H. J. Everts took first, second and third prizes respectively.

There were only two contestants in the swimming race, A. A. Graubard and E. Katzenberg, the former won the race while second prize was awarded to Katzenberg.

Dinner was served at six o'clock immediately following the swimming race and was undoubtedly the most popular event of the whole program and sending the outingites home, feeling that it was a fitting end to a perfect day.

Outing Notes

"Eddie" Hammond will easily get the vote for being the best athlete of his age in the association. "Eddie" is right there with plenty of "pep" and a good all-around sport. Just look up his record as a prize winner. Speaking of prizes there was one event that was not down on the official program. This was a 100-yard match race between "Eddie" and Harry Moscovitz. The latter bet thirty-five dollars he could give Hammond a 10-yard start and beat him. "Eddie" walked away with the money. He then bet Moscovitz ten dollars on an even race and "Eddie" added another "ten-spot" to his bank roll.

Busier than the proverbial "busy bee" was "Charlie" Postley, secretary of the executive committee. Besides leading the band and seeing that the association got its money's worth in "jazz," taking up tickets, giving out badges to the various committees, running the buses, taking part in the fat men's race, and attending to various other things that go with executive duties on such an occasion, he hadn't a thing to do.

(*Continued on page* 35)



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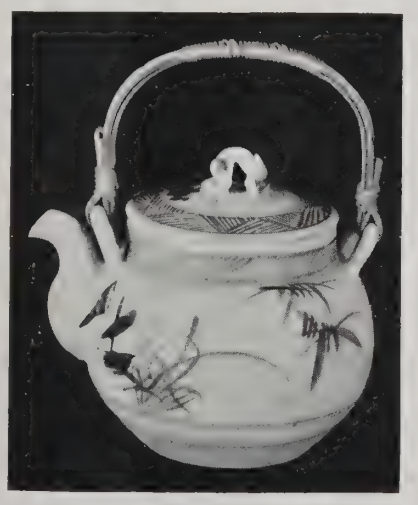
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Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

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What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

The Fry Art Glass Lines Make a Hit

The new lines which have been very recently placed on the market by the H. C. Fry Glass Co., and displayed by Frederick Skelton, the company's representative, at 200 Fifth Ave., represent a happy combination of art and beauty in shape and coloring with practical utility. This ware is typical of the glassmaker's art which the Fry factories have been conspicuously successful in developing. Consisting of the same heat-resisting glass body which has achieved such an outstanding success in oven glass, the new art glass in a translucent pearl closely approaches the beauty of coloring seen in the opal. Four colorings of unique beauty are shown—plain pearl and pearl combined with jade, delft and golden glow yellow.



Pearl and Delft

For the table a very effective combination is formed of a footed fruit bowl with a wide base short stem rolled and in edge, with stem in contrast color of jade and delft and an edge band of the same color. Harmonizing with the bowl are candlesticks with spiral shafts of pearl wound with narrow bands of jade or delft and finished with ornamental stem rings in the same colors, with candle socket and base in pearl. This makes a particularly charming three-piece decorative set, which is at once beautiful and serviceable. Other items in the large line include tea sets, consisting of a tea pot and six cups and saucers, with handles, spouts and knobs in jade or delft, berry sets made up of a large bowl, six individual bowls, double handled sugar and cream pitcher. In the salad set is a large bowl and six individual plates, the body of the bowl being pearl, with jade base and jade edge band on the plates. In iced-tea or refreshment sets are shown quaint and artistic shaped footed pitchers and covered jugs, matching low footed handled glasses, with handles and feet in jade or delft blue. In individual items a very large assortment is obtainable in many shapes and sizes in vases, bowls, comports, etc. Particularly striking is a handled cake plate with three small feet of jade, and an oddly shaped vase with feet of colored glass. Another unusual and inviting number consists of tea sets in crackled effect and an all-glass percolator. In fact the complete Fry Art Glass line forms a most unique and attractive exhibit of the glassmaker's art and while beautiful it is made of the same batch which has made Fry's oven glass justly famous for its durability.

A Surprise Lamp Line

One of the delightful surprises in store for the buyer is the new fall line of lamps being shown by F. L. Monroe, sales representative for the Jefferson Co., Follansbee, W. Va., in Room 322 of the Pennsylvania Hotel. The display is replete with new and charming creations in remarkably well executed hand painted shades, shown on metal bases, in a variety of beautiful finishes, in keeping with the attractiveness of the shades. There are so many designs deserving of special mention that it is difficult to know where to begin to describe them. One Poppy pattern on a sky blue background is indeed striking. Several sunlight effects are exquisite in coloring. Various scenic and sunset effects are wonderfully true to life, the reproduction of the warm, soft glow of some of the latter really being quite out of the ordinary.

U. S. Glass Co.'s Line Includes Many Fancy Numbers

Short and fancy sets which embrace a large variety and comprising several numbers, which have already proven to be fast sellers, the offerings of the United States Glass Co., displayed at the salesroom, 1107 Broad-



Banded Aurora

way, under the management of E. T. W. Craig, is one of the strong lines of American glassware which is proving attractive to many buyers in the market. Among the new-

est of the products of this enterprising firm is a very appealing showing in fine cut ware in a very attractive trellis design, known as number 396. This offering, which has already given a good account of itself, is destined to make a big hit because of its many good selling features. The shapes are new and charming and the trellis design is artistically cut on high quality crystal blanks, and the complete line of items includes high and low bonbons, tankard, nappies, finger bowls, candy jars, flower holders, candlesticks and a particular varied selection of other useful items. Another popular line is the "Aurora," in canary, blue and iridescent colorings with decorative bands in black, shown in many desirable items, such as comports, vases, bowls, etc. The striking effect of the "Pomona" line which makes use of a conventional design in blended green and orange tints and pink tones on a lovely translucent background and finished with black feet, is also a very popular assortment. The "Cumula" design in a green cloud treatment on iridescent and translucent glass is a novelty of very wide appeal. In addition to the above, the "Florentine" glassware, in Mandarin yellow and nile green of opalescent glass with a beautiful iridescence radiating every color of the rainbow should be cited as an outstanding example of the glass making art. This line is obtainable in vases, flower and fruit bowls, and candlesticks, with or without black bands and with serrated or plain edges.

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Weston Glass Company
Plain Blown Glassware

Susquehanna Cut Glass Company
Comprehensive Line of Light Cut Glass

The A. & R. Lamp Company
Electric and Gas Portables

Merchandising News from the Stores

(*Continued from page 24*)

ton ware, at very low prices, baskets, and very novel folding tea tables, priced at $12.50 and $15.00, solid oak, with two bamboo trays, porcelain lamp mounts, and lamp frames, that can be made to order of grass cloth in selected colors from $1.75 up, delightful tea sets in lustre and plain colors, yellow, green, blue, pink, white lined, trays in numerous varieties, comprise only a few of the vast collection of these unique importations.

The lamp division in the basement of Frederick Loeser & Co., for which Lee Moses is buyer, as he is also of the china and glass departments, there is an excellent display of delightful lamps in the latest models with silk shades, extremely suitable for bridal gifts. A very attractive porcelain lamp represents the figure of a Chinese girl; her costume is accurately colored in native design, the shade of the lamp acts as a parasol, lavishly trimmed in gold lace and developed in light colored silk. Bridge lamps priced at $19.98 and $5.95, metal lamps with delicately colored shades in all the newest tones, gas table lamps, and very attractive white porcelain boudoir lamps, striped alternately with black, rose decoration, the shade made to match, metal boudoir lamps with very unique shades in odd canopy shape, Japanese applique figures and flower design, comprise a few of the diversity of colors and shapes in this extraordinary lamp collection which are the newest creations in silk chiffon, fringes, bead and gold lace trimmings.

The New England Furniture & Carpet Co., Minneapolis, by way of celebrating the first merchandising year in its new seven-story store, staged a big anniversary sale during the month of July. Issuing a special invitation to the public by marking generous quantities of home furnishings at attractive prices, the sale started July 1 and closed July 31. Some of the offerings included 74-piece dinner-sets of American semi-porcelain tastefully decorated at $13.98, and a 32-piece set at $5.98; a 7-piece Colonial water set at 69c, and sets of 4 nesting blue-banded mixing bowls for 69c. Other items included Acme ice cream freezers at 98c, aluminum round roasters at 89c. In the lamp department special values were offered in boudoir, table, floor and bridge lamps ranging from $9.50 to $75.00, with liberal reductions on the well-known Riddle "Estofado" line of fixtures.

Mexican Trade Improved

C. W. McClure, president of the McClure Ten Cent Co., who has just returned from a trip to Mexico, says business conditions in Mexico are not so good, but he added that they are beginning to improve and that there is not a pronounced state of unemployment. He says conditions in Mexico are rapidly becoming more settled and there is little danger attendant to traveling through that country

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

RETAIL trade in the downtown district of Chicago suffered a severe set-back last week by a street car and elevated car strike, completely tieing up e usual means of transportation. Most of the depart-ent stores and specialty shops withheld their regular ad-rtising from the newspapers and merely inserted an-uncements that telephone orders would be filled omptly. In the outlying sections, the strike had the posite effect, bringing in a flood of shoppers who would dinarily trade in the "loop" district. Outlying depart-ent stores, those more accessible to the residence sec-ons, reported enormous business during the week and me of them regretted that the strike came to an end on onday of this week.

Wholesale trade has likewise suffered during the past ek by reason of the car strike in Chicago. Salesmen re unable to make their usual calls, and where calls re made the retailers were busy devising ways and eans of getting their clerks to and from work. All real-ed, of course, that the situation was only a temporary air and that buying would resume this week in a bigger y than before.

Last week Chicago was the scene of two big buying nventions. Many buyers from the west and middle-st as well as the South were in town to attend the 21st erchandise Exhibit of the Manufacturers and Im-rters Association held at the Palmer house, and the Chi-go Merchandise Fair at the Coliseum. The former ex-bit was only a six day affair and closed last Saturday. mong the exhibitors at the Palmer House were Thomas Reid, manufacturers representative, Geo. H. Bow-n & Co. of Cleveland, Irvin-Smith Co., Lancaster Glass ., Peerless Light Co., Sebring Pottery Co., Weston ass Co., Zane Pottery Co., Utility Glass Co., Crooks-le China Co., the Summitt China Co. and Frank B. nker.

The Chicago Merchandise Fair at the Coliseum will re-in open to buyers until the end of this week. Over ree hundred lines of goods are on display, including in all over 10,000 items. Considerable buying has been orted and it is expected, now that the car strike inter-ence has been removed, more buyers will be in at-dance this week to select their Fall and Holiday Mer-ndise.

J. H. Stouffer Co.'s line of fine, gold encrusted dinner-re and fancy pieces, will be shown this week at the lmer House gift show by Thomas F. Reid, manufac-ers representative, Room 562.

General satisfaction was expressed by both buyers and exhibitors on the attractiveness and completeness of the Gift, Art Wares and Novelties Exhibit, which opened on Monday of this week at the Palmer House. The exhibit, which embraces approximately two hundred lines of merchandise will last for one week only.

V. Watts, head of the Massilon Aluminum Co., Massilon, O., was in Chicago during the past week. This concern is putting a number of new items in heavy aluminum kitchen utensils on the market. Many new features are brought out in this new line which will be ready for the trade in a short time.

F. W. Merry of the Indiana Glass Co., Dunkirk, Ind., visited his Chicago representatives, Kelly & Reasner, in the Shops Building last week.

C. D. Spreng, salesman for E. M. Meder, factory representative, reports good business in the Northwest, where he is making a business trip.

F. R. Snyder, proprietor of a gift shop in Oxford, O., was among the buyers in Chicago last week.

A crackled ice tea set made by the Huntington Tumbler Co., Huntington, W. Va., is one of the season's popular items being shown by Lewis L. Simpson, manufacturers' agent, located in the shops building. The pitcher and glasses to this set, by their unusual design, give the appearance of generous size while they will actually hold less than the average water or ice tea sets.

J. A. Jacobsen, representing the Consolidated Lamp & Glass Co., and other factories, reports the demand for lighting glassware as continuing strong, following on the heels of the big building activities in Chicago during the past six months.

F. V. Dixon, glass, crockery and lamp buyer for a department store in Chanute, Kan., was among the visiting buyers in the Chicago market during the past week.

Meetings are being held regularly by the executive committee of the Glass, Pottery, Lamps and Housefurnishings Association of Chicago to direct the details of the Second Annual Exhibit to be held under the auspices of the association. Seven floors, totaling 300 rooms have been secured for the show next February. Plans for the sale of exhibit space and publicity work are rapidly being worked out, and it is expected that the second show will be even more successful than the first.

CHICAGO

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BUYERS OF
CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

LIN-O-LITE SHADES

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THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
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178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.
17 North Wabash Avenue
Chicago

Announces

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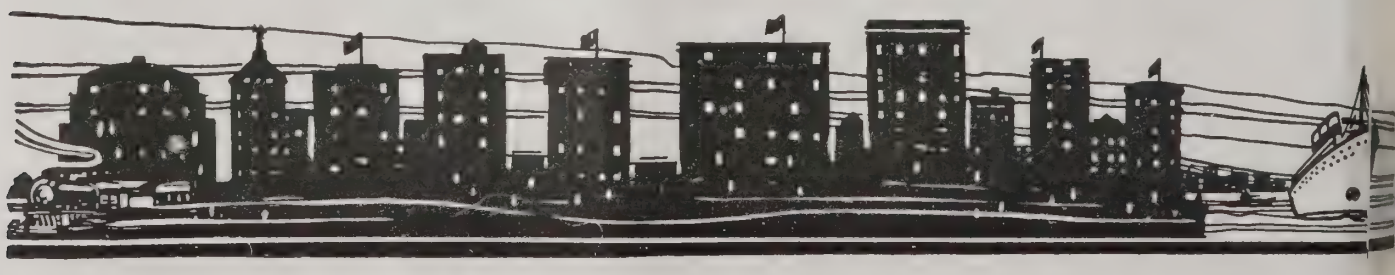
The Burley Bldg.
9 N. Wabash Ave.
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and Associates Announce
the removal of their display room fro the Heyworth Bldg. to larger quarters i
THE BURLEY BLDG.
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W. T. Darden, Mgr. Sales.
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Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Guernseyware, Room 562
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Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
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THE DUNCAN & MILLER GLASS CO.

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Powdered or Mixed for Use
Everything for China Decorators
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A few words in this space will bring in many dollars

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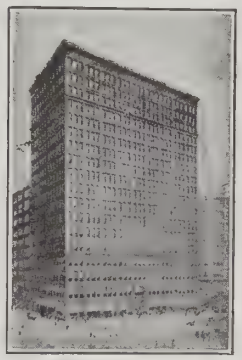
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High Grade China
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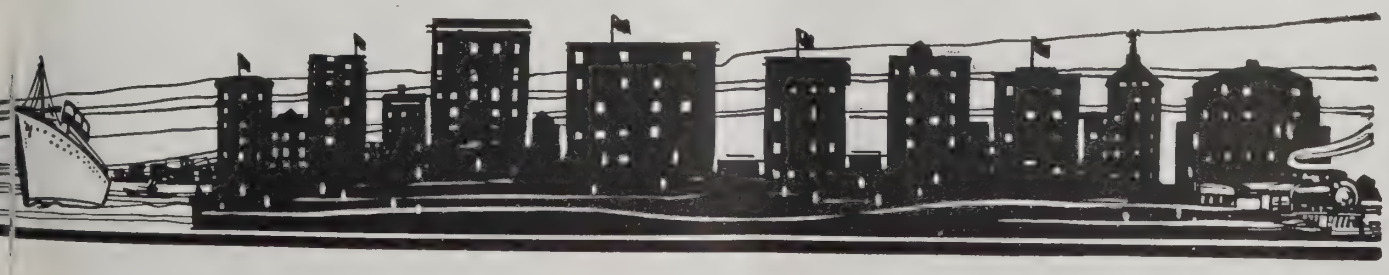


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Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

PLATINUM Encrusted China—The Latest
A most wonderful treatment in Bright and Dull finish. Guaranteed to wear and the BEST Seller. Your line is not complete without
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Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
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FOSTORIA GLASS CO.
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Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
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Central 3497.



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Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

SALESMAN—High class who has direct acquaintance with department store and retail shop buyers. We have an exclusive line of decorated blown table ware, our own decorating establishment, many new designs and offer a liberal proposition to right man who can show results. The Nonik Glassware Corp., Mohawk Building, Fifth Ave. & 21st St., New York City.

EXPERIENCED buyer with many years' experience, now employed, desires position as buyer or manager of bric-a-brac, Japanese and Chinese art departments. Box 197, care CROCKERY AND GLASS JOURNAL.

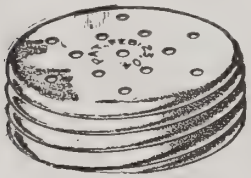
SITUATIONS WANTED

SALESMAN of 20 years' experience in the pottery, lamp and cut glass lines wishes to make a connection by August 1st for the south and middle west territory. Has a large acquaintance with department store buyers and jobbers. Box 192, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

OLD and successful glass company which manufacturers the best and largest line of Decorated Glassware and imported china, wishes representation in all the smaller and some large cities west of the Ohio River, also Canada. Give particulars what lines you now carry, references and how often territory is covered, in first letter. Box 195, care CROCKERY AND GLASS JOURNAL.

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Celluloid Cap & Metal Ring Co., Inc.

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We carry about fifty stock sizes of caps; and are also prepared to supply special sizes to order. Write us for prices and samples.

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255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

What the Potteries Are Doing

(*Continued from Page 23*)

recently acquired. The plant and decorating department will be joined by an overhead bridge, and the white ware will be supplied by the French and Saxon China Cos., of which Oliver H. Sebring is the head. Employment is to be given to 175 decorators, who will only do high class border patterns. The production of these two potteries is being increased to 40 glost kilns every two weeks, and now plans are being worked out for the erection of another plant by the French China Co., which will increase the output of this company to 50 kilns. Contracts for the erection of two additional glost and one additional bisque kiln to each of the French China and Saxon plants were awarded late last week.

Fire of undetermined origin destroyed the straw sheds of the Taylor, Smith & Taylor Co., Chester, W. Va., early last Friday morning, causing a loss of over $1,000. The East Liverpool fire department was summoned to the West Virginia plant. For a time it was feared the fire would cause serious damage to the main plant, but fortunately firemen confined the blaze to its original center.

Fire recently destroyed the straw shed of the Buffalo Pottery Co., at Buffalo, N. Y. Several firemen were overcome by smoke, one of whom had to be removed to a hospital.

Buyers in New York

(*Continued from page 22*)

T. M. Reynolds, household goods, A. W. Storr & Bro., Baltimore, Md., York Hotel.

Alfred A. Hall, china and glassware, Hutzler Bros. Co., Baltimore, Md., Martinique Hotel.

A. U. Reaves, china and glass, A. Howell & Co., Boston, Mass., Commodore Hotel.

H. E. Gilbert, toys, H. E. Gilbert & Son, Bridgeport, Conn., Great Northern.

Geo. W. Kinney, china, glassware and housefurnishings, The Kinney & Levan Co., Cleveland, O., Biltmore.

L. Loewenherz, china and glass novelties, Loewenherz Bros., Columbus, Ga., 16th Street and Irving Place (Geo. Borgfeldt Co.).

Miss B. Prager, gifts, Sanger Bros., Dallas, Texas, 19 East 24th Street, McAlpin.

G. R. Roe, housefurnishings, Harris-Emery Co., Des Moines, Iowa, Prince George.

Frank E. Fleischman, china, housefurnishings and toys, I. Freimuth, Duluth, Minn., 1170 Broadway.

T. J. Finn, housefurnishings and china, Steiger-Cox Co., Fall River, Mass., 134 West 32nd Street (C. S. Logan), Pennsylvania.

B. M. Mammon, china, glass, housefurnishings and toys, Garbade-Eiband Co., Galveston, Texas, Latham.

H. S. Snavely, toys and housefurnishings, Leiter Bros., Hagerstown, Md., 222 Riverside.

Birdie Vollmer, toys, Gimbel Bros., Milwaukee, Wis., Pennsylvania.

Joseph Rosay, toys, Snellenberg & Co., Philadelphia, Pa., 1261 Broadway (S. M. Goldberg). Also Miss Rosenblatt buying toys and kindred lines.

Miss I. Gibson, gifts, The Marston Co., San Diego, Cal., Prince George.

A. Kallman, housefurnishings, china, glass and toys, England Bros., Pittsfield, Mass., 32 West 25th Street (Jay Co.).

L. E. Eastman, china, glass and toys, Eastman Bros. and Bancroft, Portland, Me., 404 4th Avenue.

H. M. Hollander, china, lamps and housefurnishings, J. Samuels & Bro., Providence, R. I., 120 West 32nd Street (A. Fantl).

T. Walsh, china, glassware, toys, housefurnishings, Geo. McBain, Inc., Roanoke, Va. 432 4th Avenue.

H. B. Bonfield, gifts, Bonfield Gift & Art Store, St. Augustine, Fla., Alexandria.

R. T. Maerfly, housefurnishings, The Gay Co., Troy, N. Y., McAlpin.

C. O. Dove, housefurnishings, E. B. Adams Co., Washington, D. C., Pennsylvania.

H. M. Bruce, housefurnishings and china, Geo. Innes Co., Wichita, Kans., 220 5th Avenue (F. Atkins).

Mr. Schwartz, lamps, La Salle & Koch, Toledo, Ohio, 225 5th Avenue.

E. C. Tarr, housefurnishings, E. C. Tarr & Co., Boston, Mass., 1150 Broadway.

Miss M. S. Paddock, gift shop novelties, Geo. A. Gray Co., Duluth, Minn., Waldorf Astoria.

E. Newgass and E. R. Snyder, toys, D. Moses & Co., Lynchburg, Va., McAlpin.

R. Moore, housefurnishings, Emery Bird Thayer Co., Kansas City, Mo., 25 Madison Avenue.

L. W. Hartley, Jr., toys, Lorch Bros. Co., Pittsburgh, Pa., Pennsylvania.

The Roessler & Hasslacher Chemical Company NEW YORK

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Cleveland, O. Chicago, Ill. Trenton, N. J. Boston, Mass. Philadelphia, Pa. San Francisco, Cal.
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Highest Grades.

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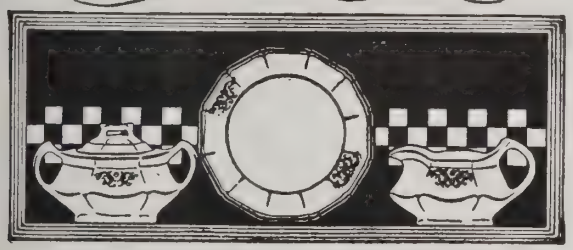
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FRUIT AND FLOWER BOWLS
CANDLESTICKS, VASES
JARDINIERES, ETC.
in beautiful colored glazes and
FAMOUS MOSS AZTEC FINISH

THE ZANE POTTERY CO.
South Zanesville, Ohio

Outing Notes

(*Continued from page 26*)

"Billy" Lynch, vice-president of the Taylor, Smith & Taylor Co., East Liverpool, O., who also occasionally makes a sale for the firm, was kept so busy demonstrating a new patent in which he has become interested, that he scarcely had time to eat. "Billy" by the way, was looking just as youthful as ever, even though he had acquired a goodly sized family by the adoption, by he and Mrs. Lynch during the past month, of a daughter and two sons. The added responsibility evidently weighs lightly upon his shoulders.

Business Briefs

The Perry Stores has been incorporated with a capital of $100,000 by M. Leavitt, S. O. Ochs and M. Yout. Attorneys, Lurie & Feinberg, 38 Park Row, New York.

Jeff C. Morris, Austin Tex., who has managed the E. M. Scarbrough & Sons' store for the past fifteen years, is planning to go into business for himself, and will open a modern gift shop in the Fall.

The Gimbel Bros. department store, Milwaukee, Wis., are planning to erect an addition, duplicating some of the architectural features of the famous Wertheim store in Berlin, Germany.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, *Successors, 67-69 Irving Place, near 18th St.*
Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, *35-37 West 23d St.*
Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., *73 Barclay St.*
"The Dinnerware House of America."

L. D. BLOCH & CO., *37-41 East 18th St.*
Importers of China and Glass, Mfrs. of Lamps, Shades and Novelties.

COPELAND SPODE CHINA AGENCY, *43 West 23rd St.*
Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., *14 Barclay St.*
English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., *135 Fifth Ave.*
Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, *43 Murray St.*
Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., *920 Broadway, corner 21st St.*

HAVILAND & CO., *11 East 36th St.*
The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, *52 Murray St.*
Ahrenfeldt French China.

MADDOCK & MILLER, *54 Murray St.*
Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, *Importers and Commission Merchants, 108 East 16th St.*
Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., *105-107 East 16th St.*
Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., *53-57 West 23d St.*
Japanese Goods.

LA PORCELAINE LIMOUSINE, *39-41 West 23rd St.*
Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., *184 Fifth Ave.*
King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co., Ltd., earthenware. Telephone, Gramercy 6626.

WM. S. PITCAIRN CORPORATION, *104 Fifth Ave.*
Grindley, Doulton. Furnival.

The Fifth Avenue Building



Uptown Headquarters
for the
Pottery Glass China Metal Goods and Housewares Trades

PAUL A. STRAUB & CO., *105-107 Fifth Ave.*
Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., *96 to 102 Church St.*
A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, *42, 44, 46 Warren and 116 Chambers Sts.*
Importers and Manufacturers.

TAIYO TRADING CO., Inc., *101 Fifth Ave.*
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B. TOMBY, Inc., 9 East 47th St., *Representing:*
Royal Berlin, Royal Dresden, Lorenz Hutschenreuther, Koenigszelt, Paul Mueller, Royal Nymphenburg, Reinhold Schlegelmilch, Royal Karlsruhe Majolica.

JUSTIN THARAUD, *24 West 23d St.*
Sole agent for L'Union Ceramique, Limoges, France.
Myott, Son & Co., Hanley Staffs, England. Poszellanfabrik Fraureuth, Saxony. Telephone Gramercy 5150.

VOGT & DOSE, *65 Barclay St.*
Open stock dinnerware patterns. White China for decorating.

J. H. VENON, Inc., *104 Fifth Ave.*
Martin China, Limoges; Gustafsberg China and Earthenware, Sweden; Kosta Crystal, Sweden; Rorstrand China and Earthenware, Sweden.

KENNARD L. WEDGWOOD, *255 Fifth Ave., between 28th and 29th Sts.*
Josiah Wedgwood & Sons, Ltd. Telephone Madison Square 7429.

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"The House of New Ideas." Cameo Etchings and Encrusted Coin Gold.

CAMBRIDGE (O.) GLASS CO., *New York Salesroom, 184 Fifth Avenue.*
Manufacturers "Nearcut" tableware, thin blown tumblers and stemware.

DIAMOND GLASSWARE CO., *Fredk. Skelton, Representative, 200 Fifth Ave.*
Colored and Iridescent Glassware.

ECONOMY TUMBLER CO., *Morgantown, W. Va. Cox & Co., Representatives, 120 Fifth Ave.*
Fine blown tumblers and stemware.

FOSTORIA GLASS CO., *141-147 Fifth Ave.*
Pressed and blown glassware. John Nixon, Representative.

GILLINDER & SONS, Inc., *224 Fifth Ave.*
Lighting glassware, glass specialties.

LANCASTER (O.) GLASS CO., *Fred Skelton, Representative, 200 Fifth Ave.*
Pressed ware, lamps, tumblers and novelties.

UNITED STATES GLASS CO., *Albemarle Bldg., 24th St. and Broadway.*
Pressed and blown glassware.

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ARMOR BRONZE CO., *Factory, Garwood, N. J. Showrooms, 236 Fifth Ave. and 67-69 Irving Place.*
Manufacturers of metalized lamps, lighting fixtures, art objects, bookends, etc.

ESTABLISHED IN 1874

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Crockery and Glass Journal

The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

Published Every Thursday

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VOL. 95 AUGUST 17, 1922 No. 7

AS THE EDITOR SEES IT

FOLLOW THE OPEN ROAD

THERE are two roads which the merchant and the merchandising manager may follow. Both are well traveled but one road, while it may serve as a fairly good distributive artery of retail trade, is filled with a considerable number of obstacles which make it difficult to travel at a sufficiently high speed to keep pace with the speed of progressive business. But on the other road—the open road—there is a clear and smooth highway over which the merchandise of the store may be speeded to reach the destination of bigger sales. Now, it so happens, that a good many buyers are traveling along the narrower road under their merchandising manager's direction. And it is also apparent that a good many merchants who are their own merchandising managers, and in many cases their own buyers also, are likewise traveling along this narrow and uncertain way. It is a fairly well used road, but as it is a narrow and crooked road in the beginning, no amount of traveling can make a straight and open road from it. This narrow and trade clogging road is easily recognized by the sign which reads, "Merchandising for Figures." And the sign by which all in the merchandising line can recognize the open road reads, "Merchandising for Sales."

THESE are two of the biggest constructive factors in modern storekeeping, and the prosperity of every store, big or little, is dependent upon which is followed. In the final analysis of any business condition or problem, it is rarely found that two more or less dissimilar methods are equally sound. One is usually the better way. It is so in this particular case and while a good many stores can and have succeeded by sending their goods along the narrow road which all travel when they merchandise for figures, it is also true that they could make a greater success by following the open road and merchandise for sales. And one of the reasons why so many men are traveling along the slow and uncertain road is, that they have become obsessed with the idea that by setting up a number of arbitrary figures, such as stocks on hand and goods on order, they can do a flourishing business by forcing their departments to meet these figures each month. But being an arbitrary system it works out in a distinctly arbitrary way. By failing to take into consideration the changing demands of customers, which is by no means arbitrary, sales are slowed down. And the reason why sales are slowed down, is because by this method of buying and selling by "figures," stocks of staple merchandise are allowed to run too low for the demands of the public.

AND when a store is short of staples a good many customers are disappointed and walk away without buying what they entered the store to purchase. All of which is bad business. A good many stores which are forging ahead particularly fast, are handling merchandise as it should be handled. These stores are merchandising for sales and take particular care to give their buyers plenty of freedom in buying goods which their customers ask for and come to buy. If a manager or merchant fetters his buyers with a good many "no buying" orders, the store is certain to lose patronage and be out of goods which the customer wants. Buying must, to be sure, be carefully gauged. It is up to the manager or the merchant to determine how much or how little to buy. If errors are made in overstocking any particular line the goods must be turned into cash. But good storekeeping must be done over the open road,

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Retail Credit Accounts Should Be Handled with Tact

The Manner in Which Charge Accounts Are Opened, Closed and Continued by Stores an Important Factor in Building Good Will—Problems of Credit Man More Complex Than in Past and Customer's Viewpoint Must Be Considered

OF all the executive positions in a big department store or individual shop, there is probably none that carries with it more responsibility than that of credit man, or none in which a greater number of perplexities, both large and small, spring up day by day. Especially during the period of reconstruction following the war has his lot been a hard one, for not only has he had to pass on the opening of new accounts, but he has had to keep pace with changes in conditions affecting many of the old accounts on the books. During this period, according to a well-known member of the Associated Retail Credit Men of New York City, the farsighted credit man has tried to grant credits in such a way as to bring conditions back to normal in his end of the business with as little disturbance and loss as possible. Every executive must bear his share of the burden of reconstruction, said this man recently, and the credit man is no exception. In fact, he will play a more important part during the current year than he has for a long time. His special tasks, or contribution to economic readjustment, lies in an endeavor to grant credits constructively. He must concentrate positively on the situation as he sees it and face it bravely. It must be thoroughly realized that the time is past when he can sit back and let his work take care of itself to a considerable degree.

The "soft period" has passed for every one connected with business, be he manufacturer, retailer or salesman. Every man now has his problems, and there is no question about the retail credit man having his share. So great is the need for reconstruction, so important is its effect on sales, that the progressive credit man could well specialize on constructive credit in all its phases. To the exclusion of all other work, he could well devote his time to applying constructive methods at every step of the credit process.

Excepting, possibly, for getting the money for purchases made by a customer, there is no part of the credit process that has more bearing on the relations between the customer and the store than the opening of the account. No man will ever be able to tell how much business has been lost by improper reception of prospective charge customers when they applied for accounts. By improper reception I mean exhibitions of a lack of interest (may I say sometimes a lack of manners?), and other things indicating to the applicant that it doesn't mean much to the store whether the account is opened or not. If the applicant be a woman, an attitude of that kind will surely lose money for the house. Should the account be granted, the customer would likely buy only what she can't get anywhere else, which isn't much in these days of sharp competition. And, what is worse, she will likely tell her friends of her experience in the credit office. Can you picture the result? Time will not permit going into detail on the question of opening accounts, but it can easily be seen that first impressions are extremely important.

A good deal of damage can also be done by the improper declining of an application. In fact, this is one of the real problems of credit granting. Any credit man will tell you that it is not a simple matter to inform an applicant that she "doesn't belong" in such a tactful way that you not only do not offend her, but hold her for the store as a cash customer. Yet it should be done and can be.

Also dangerous to the store are remarks of a pessimistic nature by the person who takes the references, indicating the improbability of the account's being opened. Even if it is, under such circumstances the customer's desire to buy has been largely "killed."

In declining the account the reason should always be given in a tactful way, for the applicant is certainly entitled to know why her application was refused. In doing this, of course, it is not necessary to go into complete detail, especially if the cause of the refusal is a bad payment record of accounts in other stores. An attempt should always be made to obtain the trade of the customer on a cash basis. In handling all declinations of accounts, the fact must never be lost sight of that an account lacking the necessary requirements at present may possess them at some future time, and that the applicant, therefore, should be dealt with in such a way that no ill will will be stored up against the time when she may prove a desirable customer.

Another thing of great importance in retail credit work is controlling the account after it has been opened. This is not as easy as it might seem, for it involves the dual work of protecting the store and of satisfying the customer at the same time. Suppose, for instance, a customer with a $250 credit limit wants to buy a $500 fur coat? What is the credit man to do? Shall he satisfy the customer and run the store into a chance of losing at least $250, or shall he refuse to check the credit and thus offend the customer? Many factors enter into the solution of a problem of that kind, but one thing or the other must be done. It would be easy for the credit man to trust to luck and check the credit in the hope that payment would be made in due time, but if he did that he would be untrue to his employers and to the profession of credit-granting. Yet, if he can't check the credit without stifling his own conscience, he must refuse in such a

(Continued on page 24)

How's Business?

With unusually good crop prospects and the nation-wide stimulus of the Merchandise Fair to pep up fall buying, business would unquestionably be markedly good in trade and industry but for the disorganizing influence of the coal and rail strikes. This is apparently the only fly in the business ointment and the irregularity in trade at this writing is due entirely to these adverse factors. In summing up the business situation for the week Bradstreet's says that July retail trade and building was below that of June but heavily above last year and that rents are easing in some localities.

In the East

In New York the crockery and glass markets are doing a fair amount of business and while buying is admittedly cautious and purchases are for comparatively small quantities, there are a very large number of buyers in the market. Toy buying has made a start and many who have booths at the Merchandise Fair say that advance orders are noteworthy. From now on orders are looked to show substantial gains as the bulk of the buying is figured to take place during the last week of August and the first week or two of next month. Price competition has unsettled the trade somewhat. Boston reports that trade and industry are quiet. In Philadelphia mid-summer dullness prevails with collections slow. Buffalo reports that retail trade is falling off but is still of good volume.

In the West

In Chicago manufacturing and industry have slowed down but retail trade is fair and favorable crop prospects are creating a better feeling and more goods are being distributed to the agricultural regions. Cincinnati reports retail trade as quiet and manufacturing fair but collections slow. In Cleveland retail trade is fair but the strikes are holding up all business. Detroit reports that manufacturing is active but auto plants report falling off in demand but retailers say sales are ahead of last year. In Kansas City retail trade is holding up fair and department stores are doing a reasonably good business with collections showing slight improvement. Milwaukee reports that business is not as good as two months back but better than last year, manufacturing and industry active and crop prospects good. In Minneapolis retail trade is slow, crop prospects good and collections fair. St. Paul reports that wholesale trade in crockery and glassware is of satisfactory volume and "market week" brought many visiting buyers into the city. Strikes have not as yet been much felt and collections are fair. Des Moines reports that retail trade is fair and coal strike is seriously affecting business but crops prospects are good.

In the South

In Baltimore but few fall buyers are in the market but southern buyers are optimistic as to fall prospects. Mail order houses show steadily increasing sales, one large house reporting an increase in July of over 8 per cent of the same month of last year. Increased demand for labor is noted and collections average fair. Charleston reports trade in all lines as active manufacturing and industry fair, crop prospect good and collections holding up fairly good. In Memphis retail trade is stimulated by clearance sales but collections are slow. Birmingham reports retail trade as fair but collections are slower. In New Orleans retail trade activity is largely confined to bargain sales but manufacturing is on full time. Tulsa reports that retail trade is holding up well and all merchants are looking forward to good fall business, strikes having but little effect and collections are unimproved. In Dallas retail trade is quiet, manufacturing fair and collections are unimproved. In Dallas retail trade is quiet, manufacturing fair and collections fair to good.

On the Pacific Coast

In San Francisco retail trade is good, manufacturing fair and collections reasonably good. In Portland, Ore., trade is fair with large attendance at "buyers week" and crop prospects good. Seattle reports that retail trade is fair, forest fires and drought have affected lumber operations but building is active, crop prospects good and collections fair. Spokane reports the business situation as fair for the season.

Retail Trade in July

Following will be found a summary of sales of mail-order houses and chain stores for July and seven months, with comparisons:

Mail-order	*July, 1922*	*July, 1921*	*June, 1922*
Sears-Roebuck	$12,244,961	$10,676,283	$10,910,108
Mont. Ward	5,110,163	4,329,164	8,655,443
Total	$17,355,124	$15,005,447	$19,565,551
Chain stores			
F. W. Woolworth	$12,557,490	$10,748,632	$12,432,086
S. S. Kresge	4,900,828	4,078,370	4,945,083
S. H. Kress	2,249,523	2,076,926	2,507,776
Total	$19,707,841	$16,903,928	$19,884,945
Grand total	$37,062,965	$31,909,375	$39,450,496

A gain of 16 per cent over July last year, but a decrease of 6 per cent from June, is here indicated.

Mail-order	*Seven mos.'22*	*Seven mos. 21*	*Change p. ct.*
Sears-Roebuck	$ 94,748,186	$100,091,574	D 5.3
Mont. Ward	46,910,634	41,499,555	I 13.0
Total	$141,658,820	$141,591,129	I .04
Chain stores	*Seven mos.'22*	*Seven mos.'21*	*Change p. ct.*
F. W. Woolworth	$ 82,771,812	$ 72,977,911	I 13.4
S. S. Kresge	31,799,189	28,257,397	I 12.5
S. H. Kress	15,264,793	14,698,983	I 3.8
Total	$129,835,794	$115,934,291	I 12.0
Grand total	$271,494,614	$257,525,420	I 5.4

Penn. Merchants Want Early Tariff Vote

The Retail Merchants Association of Pennsylvania went on record last week urging that Congress take some action on the tariff to help bring about more settled business conditions in the country.

There were many discussions, one of which created much interest, "The Economic Advantage of the Retail Merchant," by J. Heffner, of Lockhaven. He believed that the day would come when stores would be licensed and others were of the same opinion. It would insure the public of straight dealing. It is generally believed that the tendency of the retail business was toward a cash basis, more and more, putting this into effect every year.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

THE veteran salesman, Paul Fueslein, with the Horace C. Gray Co., who is still able to hold his own with any of the youngsters when it comes to selling goods, says he can't spare the time for any such foolishness as a vacation. He says vacations were only intended for old people and the sick and that in his estimation it's an idea that is being entirely overdone. He can be found almost any time these days, from early in the morning until late at night at the Gray Salesrooms hard at work. He says no one can convince him, not even his family, who are summering at Luzerne, N. Y., that vacations are a necessity. He says all any person needs to keep well and happy is congenial work.

Wm. L. Tickell, traveler for the Edwin M. Knowles China Co., East Liverpool, O., expects to open up with a complete display of the concern's dinnerware at the Hotel McAlpin on August 21st, for a several weeks stay.

Paul V. Robinson, secretary and treasurer of the Smith-Phillips China Co., East Liverpool, O., and J. W. Mackey, sales manager for the concern, were visitors in New York the first half of this week consulting with the factory's local agents, Phillips, Thistle & Smith Inc., and attending to other special business for the company.

A. G. Menzies, New York, manager for the Cambridge Glass Co., left on Tuesday to spend the balance of the week at the company's factory at Cambridge, O.

Wm. Albert, manager for Chas. H. Taylor, has settled down for two weeks of peace and quietness, or longer, he says, if he can endure the strain of doing nothing, at Norwichtown, N. Y.

Harry Muldoon, housefurnishing buyer for the "Golden Rule" store, St. Paul, Minn., was one of this weeks visitors in the market. His wife and daughter accompanied him. They are stopping at the Gotham.

Considerable interest was created among his friends in the trade last week, when the announcement of the marriage of Clarence Levy, head of the Levy Bros. China Co., Brooklyn, was made. His bride was the well known musical comedy star, Adele Rowland, who at the time of her marriage was a featured member of the "Spice of 1922," company, playing at the Winter Garden.

John Hahn, of "The Fair," Cincinnati, O., who is well and favorably known in the trade through his various connections as buyer, was recently made merchandise manager of the entire store. He is registered at the Prince George this week with several assistants, including the china, glassware and housefurnishing buyer.

Among the buyers in town this week are H. E. Kline with Watt & Shand, Lancaster, Pa., and his brother A. J. Kline with Dives, Pomeroy & Stewart, Harrisburg, Pa., and also the latter's son J. D. Kline who acts as his father's assistant. A. J. Calm who buys for the Dives Pomeroy & Stewart store, Reading, Pa., also accompanied them.

It is reported that Thomas B. Cannon, formerly with W. A. Doody Co., Macon, Ga., has been engaged as buyer for Rhodes Bros., Tacoma, Wash., and will assume his duties with the firm at once.

Ernest W. Merrill, buyer of china glassware and housefurnishings for the New England Furniture and Carpet Co., Minneapolis, Minn., is expected in town on Saturday of this week on his fall buying trip. He had originally planned to be here two weeks ago, but business has been so unusually good with him that his entire time and attention was needed at the store.

Frederick Skelton left on Tuesday together with his wife and son for his farm at Sheffield, Mass., in the heart of the Berkshires, where he will put in two weeks playing farmer.

Cunningham Goes with Libbey Glass Mfg. Co.

The Libbey Glass Manufacturing Co. announce the appointment of Andrew J. Cunningham, manager of sales of Libbey Crystal products. Mr. Cunningham is nationally known in the china and glass trade, having recently been associated with James P. Gordon, representing the lines of Jones McDuffee and Stratton Corp., Gordon Glass Co., and Sterling Glass Co., and previous to his engagement in Naval service during the World War having been directly connected with Jones McDuffee & Stratton Corp. for fifteen years. Mr. Cunningham will be located at the factory sales office at Toledo, but will personally cover the trade in the cities of Toledo, Detroit, Cleveland and Chicago. During the week of August 14 to 19, Mr. Cunningham will be at the New York office of the company in the Fifth Ave. Building, where new creations of Libbeycraft, engraved and plated (cased) crystal, the most extensive line in years, are on display.

Loft's Adopt "Nonik" Glassware

Another feather in the cap of the Nonik Glassware Corp., whose sales offices are in the Mohawk Building, 21st Street and Fifth Avenue, is another important acquisition to the list of users of "Nonik" glassware, this

eing Loft's chain of candy stores and soda fountains. This account is especially gratifying to the concern and hould also be to the glassware manufacturers in general, s the line is to replace the use of paper cups which are eing discontinued.

R. I. Ratner, head of the corporation, left this week or the glass factory district, with the intention of nego- ating the purchase of a plant for decorating the new ne of Nonik decorated glassware, recently introduced y the firm.

B. Tomby, Inc., to Locate on 23rd Street

Wishing to be more centrally located in the uptown hina district B. Tomby, Inc., at present located at 9-11 ast 47th Street, have been quietly casting about for sev- ral months past for a suitable location. After consider- ble negotiating, they have secured on a long lease the ntire building at 20 West 23rd St., in the very heart of he uptown district, having as next door neighbors, in ad- oining buildings on either side of them various well nown concerns in the china and glassware business.

Extensive alterations which will be made to the build- ng by the Tomby firm, will make it one of the most at- ractive on the street. They secure possession on Decem- er 1st and expect to have the improvements completed nd to be all moved and in readiness to receive the buyers or the import season.

Taiyo Trading Co. Hold Outing

It was a great day for the employees of the Taiyo Trad- ng Co., and their friends, when the concern's annual out- g was held last Sunday at Great Kills, S. I.

When the three large sightseeing busses, engaged to onvey the outingites to their destination, drew up to the rb in front of the concern's headquarters at 101 Fifth ve., the crowd numbered one hundred and twenty, being ne of the largest outings ever held by the firm.

On arriving at the grounds a delicious luncheon was rved after which, there was a program of Japanese ames. Prizes for the winners in the various contests ere awarded by the concern. After the Japanese games, here was a baseball game.

Then the big feature of the day took place—as fine a nore dinner as ever was served, to use the words of one f those who attended.

After dinner, dancing was indulged in to the music of a zz orchestra specially engaged for the occasion, when n o'clock, the hour for leaving, arrived, no one was eady to go home, which was the best evidence of the nd of a time they were having.

Obituary

RAY T. MORGAN

Ray T. Morgan, well known Chicago importer and anufacturers' representative, passed away at his home, the above city, on Sunday August 6. Mr. Morgan's eath was deeply regretted by his many friends in the holesale and retail housefurnishings trade, with which e was identified for so long. He was head of the Morgan Importing Co., and was Chicago representative for the West Bend Aluminum Co., L. D. Cahn Co. and Markt & Hammacher Co. In addition to handling aluminum, enamel and Swedish kitchen wear, he also carried a line of electrical appliances. Mr. Morgan's former associates in business, are planning to prepetuate his name by incorporating a new concern to be known as the Ray T. Morgan Co., Inc., and the business will thus be carried on as in the past. His death resulted from pneumonia contracted last February, which later developed into Bright's disease. Much of his time lately has been spent at the Battle Creek Sanitarium, where he was attempting to regain his strength. He was born at Amsterdam, N. Y., forty-seven years ago and has been connected with the Chicago housefurnishings trade for more than twenty years.

August Golf Tournament

The August Tournament of the Pottery, Glass & Brass Golf Association will be held at Essex Fells Country Club, Essex Fells, N. J., on Tuesday, 22nd instant.

Train leaves Hoboken at 8:30 A. M. Daylight Saving time, for Montclair. Automobiles will meet that train at Montclair. Train leaves Jersey City, Caldwell Branch, Greenwood Lake Division, Erie R. R. D. S. time, at 10:22 A. M. for Essex Fells.

It is requested that those intending to participate in the game inform the secretary, L. S. Owen, at once and also whether they will have guests, and how many.

Labor Committee of Potters' Association Meet in Cleveland Next Week

The Labor Committee of the United States Potters' Association will convene in the Hotel Statler, Cleveland, O., Monday August 21, for the purpose of giving study to the 30 wage increase suggestions presented the Association by the National Brotherhood of Operative Potters.

This committee is composed of W. E. Wells of the Homer Laughlin China Co., chairman; George C. Thompson, Thompson Pottery Co.; Homer J. Taylor, Knowles, Taylor & Knowles Co.; Edwin M. Knowles, E. M. Knowles China Co., all of East Liverpool; F. A. Sebring, Sebring Pottery Co, Sebring, O.; Harry D. Wintringer, Steubenville Pottery Co., Steubenville, O.; W. S. George, of the W. S George Pottery Co, East Palestine, O.; A. G. Dale, International Pottery Co., Trenton; Fred Sutterlin, Mercer Pottery Co., Trenton; Guy E. Crooks, Crooksville China Co., Crooksville, O., and F. G. Mellor, Shenange China Co., Newcastle, Pa.

It has been suggested by some pottery manufacturers that with the exception of one or two propositions, all others filed with the Association have for their base an advance in wages. One exception, however, is the suspension of operations at noon Saturday, an another the issuing of wage checks at the close of the half day.

From those who are in rather close touch with the situation, it has been learned that the committee representing the manufaturers may not deem it wise to present counter propositions to the representatives of the opera-

tives. If not, then discussions, which will open in joint committee August 23 will be confined to the suggestions of the Brotherhood.

Buyers in New York

AUGUST 11, 1922

Paul W. Flanagan, toys, M. O'Neil & Co., Akron, O., care E. M. Sostman, 37 West 26th St.

Mrs. C. E. Browne, gifts, Waldman Bros., Albany, N. Y., McAlpin.

H. R. Slasor, toys, Wm. F. Gabel Co., Altoona, Pa., 240 Madison Ave.

A. W. Spencer, china and glassware, Bigelow, Kennard & Co., Boston, Mass., Commodore.

Wm. E. Lowry, toys, R. H. Stearns Co., Boston, Mass., Prince George.

W. W. Taylor, housefurnishings and toys, D. M. Read Co., Bridgeport, Conn., 404 4th Ave.

H. D. Johnson, toys, Howland D. G. Co., Bridgeport, Conn., care American D. G. Co., 105 Grand St.

M. C. Trossel, toys and housefurnishings, E. W. Edwards & Son, Buffalo, N. Y., Martinique.

W. S. Paton, toys, Boston Store, Chicago, Ill., 44 East 23rd St.

E. M. Meder, china, glass and lamps, E. M. Meder, Chicago, Ill., Waldorf-Astoria.

Arnold Marquiz, lamp shades, M. Marquiz, Chicago, Ill., 45 East 34th St.

N. L. Clark, china, glassware and housefurnishings, John Shellek Co., Cincinnati, O., 104 5th Ave.

Mrs. M. A. Heller, china, glassware and lamps, Rike-Kumler Co., Dayton, O., 225 5th Ave.

Geo. R. Roe, housefurnishings, Harris Emery Co., Des Moines, Ia., 352 4th Ave., care Kirby, Block & Fischer.

James Fraze, Thomas J. Finn, China and housefurnishings, Steiger-Cox Co., Fall River, Mass., Pennsylvania.

E. F. Steketee, housefurnishings and toys, Paul Steketee & Sons, Grand Rapids, Mich., care Mdse. Reporting Co.

Miss Carrie Schmaus, toys, Rothschild Bros., Ithaca, N. Y., imperial.

Miss Marie Coulte, china and glass, Gilmore Bros., Kalamazoo, Mich., Latham.

H. Stone, housefurnishings, Mrs. H. L. Stone, Olyphant, Okla., Martinique.

J. McGough, toys, Gimbel Bros., Philadelphia, New York store.

D. Greenbaum, housefurnishings, Jos. Horne & Co., 225 5th Ave.

C. W. Conant, dolls, toys, china, glassware and housefurnishings, Porteous, Mitchel & Braun, Portland, Me., 404 4th Ave.

Miss E. M. Walley, lamps, Gladding D. G. Co., Providence, R. I., Commodore.

L. C. Nebaur, housefurnishings, The Cohen Co., Richmond, Va., 1150 Broadway, care Baer & Lilienthal.

Thomas M. Walsh, china, glass, toys and housefurnishings, Groeg-McBain, Inc., Roanoke, Va., care D. G. Union, 404 4th Ave.

F. W. Jenkins and Chas. Hall, china, Chas. Hall, Inc., Springfield, Mass., 18 West 23rd St.

Sam Schwartz, lamps, La Salle & Koch, Toledo, O., 225 5th Ave.

C. R. Bishop, housefurnishings, A. Steinger Co., Springfield, Mass., 1225 Broadway.

Julius Hertzberg, housefurnishings, china and glassware, S. Kann Sons Co., Washington, D. C., 432 4th Ave.

F. E. Kirby, china, F. E. Kirby, Mt. Vernon, O., Commodore.

T. M. Farrell, toys and housefurnishings, E. W. Edwards & Sons, Rochester, Martinique.

J. A. Loeb, toys, Simon Loeb & Bro., Columbus, O., 23 E. 26th St.

J. J. Lynch, housefurnishings, toys and china, J. Bacon & Sons, Louisville, Ky., 23 East 26th St. (W. T. Knott.)

A. J. Moser, housefurnishings, I. Sulzbacher Co., Steubenville, O., 1150 Broadway. (Baer & Lilienthal.)

G. E. Bryant, toys and housefurnishings, E. W. Edwards & Son, Syracuse, N. Y., Martinique.

C. H. Baxter, housefurnishings and toys, La Salle & Koch, Toledo, O., 225 5th Ave.

AUGUST 12, 1922

N. Taylor, housefurnishings, D. M. Read Co., Bridgeport, Conn., 404 4th Ave.

M. S. Aufderheide, china, glass and housefurnishings, John Shillito Co., Cincinnati, O., 350 Broadway.

F. H. Luke, artwares, Denver D. G. Co., Denver, Colo., 200 5th Ave.

Milford Stern, toys, Palace Garden Co., Detroit, Mich., Commodore.

J. G. Anthony, housefurnishings, toys and glassware, W. C. Striplin Co., Ft. Worth, Texas, care J. M. Biggins, 333 7th Ave.

E. C. Powers, housefurnishings, B. Peck Co., Lewiston, Pa., Prince George.

F. S. Hyland, toys, Milwaukee Printing Co., Milwaukee, Wis., Breslin.

M. H. Friend, gifts, H. R. Hertel Co., Pasadena, Calif., Pennsylvania.

C. T. McCurry, housefurnishings, Gimbel Bros., Philadelphia, Pa., care New York Store, Broadway and 32nd St.

J. T. Atkins, housefurnishings and lamps, Auerbach Co., Salt Lake City, Utah, care J. M. Biggins, 333 7th Ave.

M. Crueson, housefurnishings, dolls and toys, Cohn Hinkel Co., Wichita, Kan., care Weil & Hartman, 125 W. 30th St.

E. L. Tompkins, gifts, Bock and Gift Shop, Brazil, Ind., Imperial.

H. F. Chinak, toys, Geo. A. Gray Co., Duluth, Minn., Waldorf-Astoria.

G. C. Twiner, toys, Clyde G. Twiner, Grafton, W. Va., Pennsylvania.

AUGUST 14, 1922

J. R. Irwin, china, glass and lamps, Boggs & Buhl, Pittsburgh, Pa., 1140 Broadway.

W. R. Hume, housefurnishings, toys, Woodward & Lathrop, Washington, D. C., 370 7th Ave., Room 1701.

F. E. Wright, housefurnishings and toys, Newman D. G. Co., Arkansas City, Ark., Pennsylvania.

Mr. Hinna, toys, L. Oransky & Sons, Atlantic, Iowa, 1150 Broadway.

A. St. Louis, Jr., housefurnishings, china and cut glass, James Edgar Co., Brockton, Mass., Imperial.

B. Mehlman, housefurnishings, china and gifts, Cohen Bros., Jacksonville, Fla., 120 West 32nd St. (A. Fantl).

J. H. Quiren, toys, Barton Co., Manchester, N. H., Pennsylvania.

E. C. Lauer, toys, Dayton Co., Minneapolis, Minn., 225 5th Ave.

L. Goldsmith, housefurnishings and toys, Scranton D. G. Co., Scranton, Pa., Martinique.

AUGUST 15, 1922

Miss M. J. Wichman, china, M. W. Tanner Co., Saginaw, Mich., Prince George.

A. C. Smith, housefurnishings, china, lamps and toys, H. Jacobs & Co., Norristown, Pa., 105 Grand St.

H. Muldoon, housefurnishings, Golden Rule, St. Paul, Minn., 3 West 29th St.

D. & E. Healy, china and housefurnishings, Maas Bros., Tampa, Fla., Prince George.

I. E. Fronani, china, pottery, glass and baskets, Woodward & Lathrop, Washington, D. C., 370 7th Ave., Room 170.

C. E. Pingree, lamps, W. B. Moses & Sons, Washington, D. C., Martinique.

J. Burns, housefurnishings, Stone & Thomas, Wheeling, W. Va., Woodstock.

F. E. Wallace, gift shop goods, W. E. DeGains, toys, G. H. Campbell & Co., Wheeling, W. Va., care A. Fantl, 116 West 32nd St.

Ed. Wright, china, glassware and housefurnishings, Geo. H. Bowman & Co., Syracuse, N. Y., Latham.

A. Ehrens, china and J. Rosseth, lamp shades, J. C. Harlackson, Providence, R. I., McAlpin.

K. Walker, housefurnishings, Andracete Fur Co., Scranton, Pa., Pennsylvania.

W. L. Brenn, housefurnishings, china and glassware, Mr. Holsinger, gift goods, G. M. McKelvey Co., Youngstown, O., 333 7th Ave. care J. M. Biggins.

D. Swartz, housefurnishings, Boston Store, Carbondale, Pa., McAlpin.

B. Gutress, china and glassware, Foster Ross Co., Auburn, N. Y., 1170 Broadway.

M. Turner, housefurnishings, china and toys, Timothy Smith Co., Boston, Mass., Hermitage.

J. W. Lewis, toys, Smith-Murray Co., Bridgeport, Conn., Grand.

Mr. Hoffman, housefurnishings, Mandel Bros., Chicago, Ill., 13 East 22nd St.

C. K. Carnahan, housefurnishings, S. W. Rose, Indiana, Pa., care Hoffman & Hartbly, 117 West 33rd St.

Mrs. A Rosenbound, china, Max Lazarus, Macon, Ga., McAlpin.

Miss E. Grodinsky, china, glassware and lamps, Maison Blanche, New Orleans, La., Pennsylvania.

E. F. Ochs, china and glassware, Miller, Rhodes & Swartz, Norfolk, Va., Prince George.

F. L. Koenig, gift goods, Steele-Myers Co., Ft Wayne, Ind., 1170 Broadway, care Pond & Dunn.

E. G. Rakeston, housefurnishings, Hutchinson & Gibney Co., Xenia, Ohio, McAlpin.

(*Continued on page* 30)

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

EARLY indications point to the fact that the Labor Committee of the United States Potters' Association will deem it unwise at this time to authorize any increase in wages of operatives, when the joint wage conference convenes in the Hotel Cleveland, Cleveland, O., Aug 23. The Conference Committee of the National Brotherhood of Operative Potters will represent the workers. It has been strongly intimated that the manufacturers are not in a position at this time to authorize the return of the 17½ per cent reduction in wages which was agreed to at a joint conference August, 1921. Just what counter propositions will be presented the representatives of the operatives by the manufacturers has not been indicated up to this time. That counter proposals will be submitted by the manufacturers seems probable.

Considering the business situation throughout the country as a whole, demand for dinnerware seems to be holding its own. True, orders do not specify large volume, but they are more numerous, even from the larger distributors. Mails at times are spotty, then again they are good. A slight increased demand for open stock dinnerware is reported by some of the manufacturers, and these also advise that scheme and whiteware business is from fair to good. Ultimate adjustment of the coal and rail strikes is bound to make a decided impression in the demand for American dinnerware. This is generally conceded by all within the trade, both manufacturers and buyers.

Local pottery salesmen were interested in the report from Toledo late last week, advising that the July sale of the LaSalle & Koch Co., showed $100,000 increase over the same month of 1921. This firm features local dinnerware in rather liberal volume.

T. A. McNicol, of the T. A. McNicol Pottery Co., has returned from a southern trip, which included a visit to New Orleans. "I found the south in rather good condition," reported Mr. McNicol. "The crops are large, I was told, and this means an active demand for all lines of merchandise a little later, including dinnerware."

With the Owen China Co., at Minerva, O., planning the erection of an 11-kiln plant, and six additional kilns now being erected at Sebring between the Saxon China Co., and the French China Co., together with seven other kilns contemplated by the Sebring Pottery Co., a total of 14 kilns will be added to the dinnerware production of the United States during the next eight months. This is the largest increase in kiln capacity within one year since the erection of the plant at Newell, W. Va., by the Homer Laughlin China Co. In addition to these kilns, the decorated ware production is also to be increased by the French China Co., which plans to add 175 decorators to its business, by opening an exclusive decorating shop at Sebring.

Although it is somewhat early to anticipate the annual meeting of the United States Potters' Association for 1922, it is very likely that sessions will be held again in the Hotel Raleigh at Washington, D. C., probably the first week in December. President Frank P. Judge, who is associated with the management of the National China Co., of Salineville, O., has already begun work on a preliminary program.

The Smith, Phillips China Co., is having a rather wide distribution of the new open stock dinner ware patterns on its Princess plain shape. The designs are exclusive with this firm, and although placed on the market but a few months ago, they are in rather liberal demand.

Those local firms featuring covered jugs are being offered about all the business on this specialty they can handle. A survey of the situation shows that the demand for covered jugs this year does seem more active than for manys years.

In establishing a research department as an added feature to its plant, the E. D. Knowles China Co., contemplates the most modern that can be installed. Equipment is now being installed, and within a few days the department will be actively engaged in problem study.

Yellowware and novelties will be featured in the plant of the Morton Pottery Co., which has just been organized at Morton, Ill.

Operations have been resumed at the plant of the Jackson China Co., Falls Creek, Pa., manufacturers of vitrified hotel china. The plant has been idle for some time, although shipping continued from stock.

A number of potteries located just outside the immediate district have been seeking labor here of late. Help is wanted in practically all departments, from slip house to decorating departments. This would seem to indicate that practically all generalware manufacturers are operating on good schedules, and that demand for merchandise seems to be increasing instead of falling off.

Manufacturing potters have voiced their opposition to any change in rail tariffs which would cause an increase

over existing schedules. A general protest against any advance is to be lodged with the carriers.

Obituary

MORT. C. McNICOL

General regret was expressed by the trade over the death of Mort. C. McNicol, aged 33, vice president of the Potters Co-Operative Co., and a brother of George McNicol, Chicago representative for this firm and also of Lester McNicol, sales manager, with offices at the factory, who was killed in an automobile accident the evening of Aug. 9. With friends, Mr. McNicol was motoring to Pittsburgh over the short route through West Virginia and Allegheny county, Pennsylvania, and when near Imperial, Pa., the car overturned on an embankment near the town. Mr. McNicol was killed instantly. Others in the car escaped with slight injuries. The body was returned to East Liverpool for burial. Operations at the plant suspended the last three days of last week.

Merchandise Fair Begins to Hit Business Stride.

Evidences of the fulfillment of the purposes of the promoters of the National Merchandise Fair were to be seen and heard at the second week of the exhibit showing at both the Grand Central Palace and the 71st Regiment Armory.

Where much of the time and attention of those at the Fair on the opening day was taken up with the novelty of the event, there was a marked tendency to get down to the actual business of buying and selling.

The novelty of the show as a show—and it is an impressive one on any of the four floors of the Grand Central Palace—had to a considerable extent worn off for the buyers and even early in the morning it was apparent that they were accustoming themselves to the routine of such an event. In a word, buyers who looked bewilderingly at exhibits last week went into the booths and got down to the actual talking of prices and deliveries.

Crowd of Visiting Buyers.

Every floor of the Grand Central Palace given over to the fair had a regular stream of visitors, and while there was no overcrowding it was evident that the men and women who had come to buy had started to the actual task of doing so. The fourth floor is given over to many industries. Glassware and pottery, although not so largely displayed as other goods, have a fair showing. Gift goods, candles, lamps and shades, together with an extensive display of toys and household goods, enamel and aluminum ware, washing machines, electric sweepers and many up-to-date utilities are on view.

It was the general consensus of opinion that the fair gave promise of serving the purpose for which it was established. Goods were actually sold. That was the report from many booths, and while in no instance heard of were the sales of great volume, the sellers regarded it as business giving promise of more to come when the buyers have had an opportunity to make a thorough inspection of the wares offered for their consideration.

The managers of several prominent commission houses which have exhibits at the fair expressed the belief that there would be but small buying until the buyers had given thorough scrutiny to the whole exposition in the fields in which they were particularly interested.

For a show that is barred to the general public, the managers of the fair have had so far little cause to complain of attendance. The restriction of admission to buyers and members of concerns engaged in dry goods merchandising is strictly enforced, and there have been numerous instances where the insistent requests of others to be let in have been turned down.

There were more than a score of buyers from different Canadian cities and at the booth of one commission house on the main floor inquiries had been received from prospective customers in Ohio, California, Louisiana, Michigan, Texas, New Jersey, Kentucky and New England.

British Buyers Attend.

W. T. McGovern, of the British Chamber of Commerce, was a registrant at the Grand Central Palace, as was L. H. Dolarco, of S. Blankensee, of London, England, and also H. M. Somer, of Sydney, Australia. Practically every State and Territory in the United States was represented among the registering buyers. Three inquiries from merchants in Santo Domingo were received at the booth of one commission house, the visitors from that island being referred to the export department of the establishment.

One advantage of the fair to the exhibitor, in the opinion of a member of one of the best known houses in its field, has been not so much the volume of actual business placed as the opportunity offered to arange with buyers from out of town especially for a convenient visit to the main showrooms of the exhibitor and a comprehensive survey of the complete line of merchandise marketed by the house.

The spirit of belief in the success of the fair was everywhere manifest. The commission men feel in general that the exposition has proved its usefulness to them as a very effective means of display and advertising. For the exhibitors who deal directly with the retailers there can be no doubt that the fair will mean much in advertising and in actual sale of merchandise.

A telegram was received recently from Christy Mathewson, famous ex-pitcher of the Giants. "Big Six," an indoor baseball game in which he is interested, is displayed at one of the booths on the third floor of the Grand Central Palace. In his telegram, Mathewson expressed his regret that his health would not permit him to attend the fair.

Business Briefs

The Green Mfg. Co., Concord, N. H., has been incorporated with a capital of $40,000 to take over the assets of the Boston Novelty Co.

A. W. Shaw, Winterport, Me., has opened a gift shop under the sign of the "Gray Goose."

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

THE adjustment of the wage scale in the glass industry this year, so far as the flint glass trade is concerned, is a great deal like a baseball game with the score tied in the ninth inning. Extra innings are to be played, all of which means additional conferences will be held. The suggestions of the workers that wages be increased did not meet with the approval of the manufacturers during the first conference at Atlantic City, neither did the representatives of the craft take kindly to the suggestion of the manufacturers that the wage scale be reduced. Both manufacturers and committees representing the workers have went through the same routine in previous years when no adjustment was agreed to during first conferences, then finally, amicable agreements were entered into at other conferences which were held in Pittsburgh. This rule will be followed this year. In the meantime, factories are remaining active under existing wage agreements.

According to reports just received by the trade here, the new plant of the Hermosa Glass Co., Manhattan Beach, Cal., will begin operations on or before Sept. 1. Several hundred people will be employed in making a general line, which will include specialties.

Following the usual July holiday, operations have been resumed in full at the plant of Bryce Bros., Mt. Pleasant, Pa. During the idle period numerous repairs were made to the factory, which is now in perfect condition.

Attorneys for the new interest which it is proposed will take over the property and business of the United States Glass Co., will make application on Monday, Aug. 2, at Harrisburg, Pa., for a charter for the United States Glass Corporation. Reed, Smith, Shaw & Beal are the solicitors for the corporation. It has been proposed by the board of directors of the United States Glass Co., to the stockholders that the company dispose of its entire business and property to the new corporation for $1,-00,000. A meeting of the stockholders of the United States Glass Co., when this proposition will be considered, has been called for Oct. 4 next at the general offices of the company at Ninth and Bingham streets.

Local glass jobbers who do business with Pittsburgh and nearby town merchants report a slight increase in demand for the general line. Some of the jobbers advise that the call for lighting glassware is increasing slightly, and that seasonable merchandise is in rather good request.

The American Flint Glass Workers' Union has gone on record favoring a protective tariff on glassware. President William P. Clark, who recently studied conditions in the glass industry abroad in conjunction with Thomas McCreery, of the Phoenix Glass Co., and as a representative from the manufacturers' side, has declared openly that the American glass industry needs protection, for foreign glassware can be made for one-tenth the cost of production in the United States. Employment of cheap child labor is given as the principal cause of this situation.

W. L. Napier, well known in the glass trade in this district, has been named general manager of the new Refugio Glass Co., which will erect a plant at San Antonio, Texas. The new shop will make containers a leading line.

After an idleness of two weeks, operations have again been resumed in full at the plant of the Fostoria Glass Co., Moundsville, W. Va. Both plants of this company are now active.

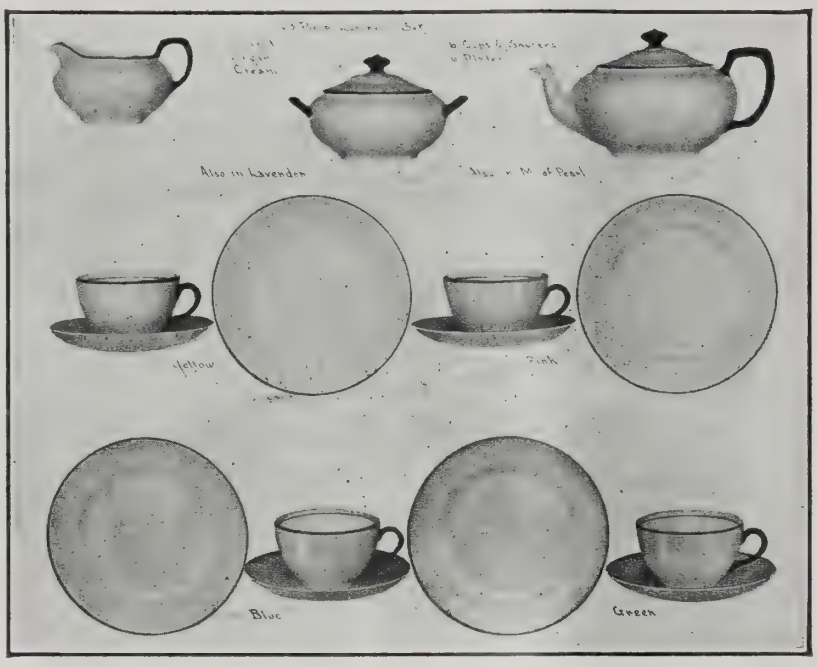
Attorney J. M. Smith, representing the Boren-Stewart Co., Dallas, Texas, has filed a protest with the Interstate Commerce Commission against the present rate of $1.16 cwt. on tumblers and jellies, shipped to Texas territory from the Pittsburgh district. Hearings have been scheduled before Deputy Examiner Fred U. Oliver at Dallas. Shipments of tumblers and jellies from this district to Texas are always active, and the distributors in that territory will await the decision of the Commission with interest.

Plans for the new glass plant which is to be erected by the Ford Motor Co., Flat Rock, Mich., call for the erection of a factory at a cost of $1,500,000. Edsel Ford, son of Henry Ford is president of the new company.

A slight improvement in the demand for blanks for cutting is reported by several of the manufacturers in this district. During the first two quarters of this year heavy cut glass was not in very heavy movement, but as the holiday season approaches there has been a sharp movement upward in demand. In novelty lines however, the movement is running strong to the blown decorated lines, such as were shown for the first time at the Ft. Pitt exhibit last January.

The Betula Vacuum Glass Jar Co., which is preparing to operate at Smethport, Pa., expects to be producing its line within the next two months.

Lines to Use as Special Features



23 Pieces—Tea Pot—Sugar—Cream—6 Plates and 6 Teas

23 Piece

Luncheon Sets

Six colorings

Fine for Weddings

Brighten up your stock

Wonderful Sellers

They come in
Yellow, Green
Pink, Lavender
Blue, Mother of Pearl

Try them

They are beautiful

THE D. E. McNICOL POTTERY CO., East Liverpool, O.

The Rosenthal CHINA CORP.

Rosenthal Rosenthal R. C.

Dinnerware Art Wares
Fancy Goods Art Lamps
Hotel China

CONTINENTAL CERAMICS CORP.

Thomas KPM

Dinnerware Fancy Goods
White China for Decorating
Hotel China

Open Stock Patterns and Dinner Sets Available for Immediate Delivery

ENTIRE NINTH FLOOR

149-151 FIFTH AVENUE, 921, 923, 925 BROADWAY

Corner 21st Street, New York

L. E. HELLMANN, President Telephone 7817 Ashland CHARLES WEISS, Vice-President

Monthly Summary of Imports

China imports for the month of June, 1922, show a ain in value over the previous month and with a sub- tantial increase in the value of dolls and toys. The itest figures compiled by the Government are as follows:

	1921	1922
hina, not decorated	$ 65,453	$ 53,410
hina, decorated	780,846	556,415
From France	92,104	66,792
From Germany	207,319	157,339
From United Kingdom	41,410	58,463
From Japan	376,267	205,428
From other countries	63,746	68,393
arthenware, not decorated	39,009	31,992
arthenware, decorated	211,101	413,670
ll other	39,442	63,624
Total	$1,916,697	$1,675,526

For Twelve Months Ending June

	1921	1922
hina, not decorated	$ 498,466	$ 704,720
hina, decorated	7,040,264	6,301,973
From France	778,576	807,620
From Germany	1,393,827	1,796,572
From United Kingdom	649,035	613,811
From Japan	3,720,918	2,532,116
From other countries	497,908	551,854
arthenware, not decorated	481,234	314,241
arthenware, decorated	4,371,990	4,105,248
ll other	628,983	463,782
Total	$20,361,201	$18,191,937

DOLLS AND TOYS

	1921	1922
olls and parts of dolls	$165,918	$197,949
ll other toys	714,131	638,775
Total	$880,049	$836,724

For Twelve Months Ending June

	1921	1922
olls and parts	$2,153,782	$1,553,163
ll other toys	7,848,604	5,795,957
Total	$10,002,386	$7,349,120

GLASSWARE

		For Twelve Months Ending June	
1921	1922	1921	1922
$128,691	$209,510	$1,590,942	$1,773,514

CHINA CLAY

		For Twelve Months Ending June	
1921	1922	1921	1922
$58,896	$203,962	$2,811,509	$2,044,957

HYDRATE OF POTASH

Containing not more than 15 per cent of caustic soda

		For Twelve Months Ending June	
1921	1922	1921	1922
$108,045	$75,936	$473,479	$685,716

TABLE AND KITCHENWARE OF METAL, ENAMELED OR GLAZED

		For Twelve Months Ending June	
1921	1922	1921	1922
$31,342	$57,752	$422,032	$398,503

obbers Regard Fall Prospects as Encouraging

The volume of business done by the jobbing trade in e country during the first half of 1922 did not show o so badly, in comparison with that done in the same riod last year, as had been expected by many, accord- g to the August market letter sent to members of the ational Wholesale Dry Goods Association by Thomas . Fernley, its Secretary and Treasurer. In many stances the declines in sales were slight and in a few ses increases were seen.

Many houses have been ambitious to equal 1921 sales lume in dollars, the letter asserts, and have succeeded thin 5 to 10 per cent. Because of lower prices, this eans a greater volume of merchandise has been sold. Stocks in a good many lines of merchandise are about the same as they were a year ago, but members report having on hand a large amount of Fall and Winter goods because of the early deliveries of the manufacturers.

Many of the members consider the prospects for Fall business as extremely good on account of the small stocks in retailers' hands and the advancing raw materials markets, giving the buyers confidence and stimulating trading. Many wholesalers report their purchases for Fall and Winter have been almost completed.

In a supplement to the letter, Mr. Fernley includes excerpts from replies of a number of jobbers to a questionnaire that he sent out recently bearing on sales for the first half of this year, collections, inventories, buying policies, etc. Most of these replies show losses in the dollars and cents volume during the first six months of 1922, as compared with the same period last year, but quantity sales are large in many instances. The loss in those cases, of course, is due to the lowering of prices in the meantime. In only two instances recorded were the money values of sales larger in the 1922 period than in that for 1921. In one of these the increase was only .012 per cent. In the other it was 20 per cent. The latter report was by far the best submitted, but the name of the wholesaler and the part of the country in which he is located are not given. The declines reported ranged from 4½ per cent to 20 per cent. The general tone of the letters received in reply to the questionnaire is optimistic in relation to Fall business prospects.

Business Briefs

The York 5-10 and 25 Cent Store has opened a new store in Ossining, N. Y. The firm has a number of stores in Mt. Vernon, Brooklyn and Mamaroneck, carrying a general stock including crockery, housefurnishings and toys.

The Judith Sargent Gift Shop has opened at Gloucester, Mass. The stock carried will include toys.

The Fowler-Henderson Co. has been incorporated with a capital of $50,000 to conduct a general department store business at Watertown, N. Y. The incorporators are George Fowler, of Binghamton, N. Y., and James C. Henderson, Syracuse, N. Y.

Stephen B. Holt, New Canaan, Conn., is building an addition to his gift shop.

The McClelland Variety Store, Topeka, Kan., has reopened after being closed two weeks for remodeling. According to Earl Kemper, manager, sales were ten times larger than formerly. Toy balloon souvenirs were given to the children and over 14,000 were distributed.

The Standard Co., Lexington, Ky., has been incorporated with a capital of $50,000 to conduct a housefurnishing business. Louis Kravetz, Robert Kravetz and L. J. Horne are the incorporators.

Pottery and Glass in Bavaria

A report from Munich says the porcelain makers are suffering from a scarcity of high class coal. There is a good demand for household china and articles of luxury. Complaints are raised, however, about the export prohibition to Poland and the new anti-dumping Law in Sweden. The turnover in earthenware is generally good, though the output has suffered through wage disputes. After a strike the principle of piece-work has been accepted in the glass industry of Furth. Wages have been considerably increased. The steatite industry is flourishing. The production of limestone and cement is increasing, though there are complaints about the supply of coal and the number of railway trucks available. There is a good market for all articles used in the building trade.

Retail Credit Accounts

(*Continued from page* 14)

way that the account will not be lost. Simple, isn't it?

Very often, in instances of this kind, the credit man, speaking figuratively, can stop extravagance at the source by tactfully pointing out to the customer the danger involved in purchasing merchandise beyond her apparent ability to pay. There have been cases, I am told, where women had not viewed the situation from that angle at all, and were really glad that it was called to their attention. But think how tactfully it must be done, for it involves preaching, in a sense, and few people like to be the subject of a private sermon!

Closing an account produces another problem for the credit man, for it usually means that there is money due the store that has to be collected. One hundred per cent. efficiency in this would produce the cash and retain the good-will of the customer, but I know of very few cases of this kind in which the credit man registered 100 per cent. Before an account is closed, of course, every effort should be made to overcome the delinquency through the medium of collection letters of the "educational" type. It often happens, especially when women pay their own bills from allowances or private incomes, that payments are unduly delayed, because the customers are not familiar with ways of doing business, and, therefore, do not recognize the need of meeting their obligations with reasonable promptness. These letters, of course, should not be too technical, for if they are they will either be thrown away unread or will lose their force. If it becomes evident that this method will not produce the desired results, then it is up to the credit man to start "bearing on," gently at first, and then little by little up to the point of turning the account over to a professional collector or threatening suit. In such cases, of course, the account more or less closes itself.

In connection with closing an account there arises another problem, which comes when the closing is done at the request of the customer. Here the problem is for the credit man to determine the reason for the request, and it is not as easy as it seems. In fact, getting a customer to reply to letters asking that reason is one of the hardest jobs the credit man has. He is almost certain that som thing has come up to impair the good relations betwe the customer and the store, and yet he cannot find o what it is. If the customer would only tell what is wro the matter could probably be cleared up to the satisfacti of all concerned and the account kept active. Contra to what appears to be the general impression, store exec tives like to get "kicks," for that is the only way they c tell that the merchandise or service is not all it should l

The collection of money on past due accounts th really are "good" supplies additional problems, especial when the amounts are fairly small. Customers eith overlook them or they procrastinate in paying them in t belief that the store will not mind waiting for such small amount. But if a store has thousands of small a counts outstanding it can well be seen that the effect, the aggregate, will at least be noticeable. The cre man's duty is to overcome this by tactfully pointing o the need of prompt payments, and by stressing the fa that prompt payment is the best credit insurance know

12 Million of New Gimbel Stock Offered t Public

Public offering of $12,000,000 of 7 per cent cumulati preferred stock and 50,000 shares of common stock the new Gimbel Brothers Corporation, organized to su ceed to the business of Gimbel Brothers Stores in Ne York, Philadelphia and Milwaukee, was made recentl The offering is made by Goldman, Sachs & Co., a Lehman Brothers, and the price is $102 per share a accrued dividend for the preferred and $44 for the cor mon. Bankers state that the Gimbel family interest which have been dominant in the affairs of the organiz tion since its founding, will continue in control and w direct the active management of the new corporation.

By the terms of the recapitalization the corporation w have an authorized capital of $15,000,000 of $100 p value stock, of which $12,000,000 is now offered, a 500,000 shares of common, of which 50,000 will offered. The purchaser of ten shares of the new pr ferred is entitled under the terms of the offering to pu chase four shares of the new common stock.

Provision is made under the charter of the new co poration that on or before Aug. 1, 1927, and annual thereafter, the corporation shall, out of its surplus a profits remaining after full dividends on the preferr stock, acquire by redemption or purchase at not to exce $115 a share plus accrued dividends, an amount of t preferred stock equal to at least 3 per cent of the large amount in par value of preferred stock which shall ha been outstanding at any one time. It is also provided th the whole or any part of the preferred stock may be r deemed on any dividend date at the option of the Boa of Directors upon sixty days' notice at $115 a share a all unpaid dividends.

The net sales of the consolidated companies for t three years ended Jan. 31, 1922, and the net profits, befo deducting income and profits taxes paid, but after givi

(*Continued on page* 30)

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

English Dinnerware in Open Stock

Displaying a range of distinctive shapes in a splendid ssortment of striking decorative treatments, the samples ow being shown by Mitchell, Woodbury Co., Room 364, Hotel McAlpin, with Eugene Blum in charge, may be ited as well worth close inspection. From J. & G. Meakin, the distinctive "Newark" pattern, with wide owder blue band with colored basket panels and orange dge band is a strong feature. Equally charming is the Somerset" decoration from Myott & Son Co., embracing a medium wide border treatment in a graceful croll motif in blue on an ivory body with insert panels f fruit in natural colors. In contrast with these colorful esigns is a new offering from Johnson Bros. in "Chateau" shape, consisting of a ¼-inch gold band with inside and outside hairline in black and with unusually ttractive scroll knobs traced in gold.

deal Cut Glass Co. Offering Strong Specials

The sparkle and glow of richly cut crystal creates such n attractive appeal to the public that good quality wares even the heaviest cuttings are good all the year sellers hen well displayed and the line of the Ideal Cut Glass o. on display this month in charge of F. L. Morecroft, oom 362, Hotel McAlpin, is creating a good deal of favorable comment among buyers. The big outstanding umber of the Ideal line is the "Diamond-Poinsettia" utting. This graceful pattern which combines the poinsetta flower with an equally attractive floral treatment is ost artistically executed on highest quality crystal lanks. A full range of items are obtainable in this harming heavy cutting, including vases and bowls in any sizes, trays, candy jars, etc. Another appealing umber is the "Biltmore," a finely executed design in a mplete line of popular items. In less expensive cutngs this progressive company are featuring special comnations particularly desirable for "dollar day" and glass week" offerings. These include many useful ems such as jug sets, vases, bowls, sugar and creams, c., in a tasteful and nicely executed miter and floral utting. A showing of light cuttings in several attracve floral patterns, is also moving well and includes a mplete line of table ware, such as vases, bud vases, lad plates, iced-tea sets, candy jars and stemware.

Heavy and Light Cuttings Featured

Including many attractive numbers the offerings of e Hunt Glass Works, shown by Arthur L. Blackmer, oom 360, Hotel McAlpin, embraces a wide range of ght and heavy cuttings. In the all-over heavy hobamond cutting, is the "Royal." Another attractive degn is the "Magnolia," the first embracing several hundred items while the latter has a range of over one hundred individual pieces. Both include bowls, vases, candlesticks, comports, jugs, trays, etc. Particularly appealing in light cutting is the "Sylvia," a combination of line and copper wheel engraving in a wreath design. Other light cuttings include the "Wild Rose," "Lorraine," "Iris," and "Ormonde," in line and conventional spray designs.

Fine China and Glassware of Merit

Pronouncedly artistic in shape and displaying a splendid range of beautiful patterns the lines of importations now open for inspection by the Jones, McDuffee & Stratton Corp., represented by James P. Gordon, Room 363, Hotel McAlpin, is the subject of much favorable comment among buyers. In fine earthenwares are many open stock designs. One attractive treatment from William Adams & Co., is the "Chinese Magnolia" design, combining a pheasant with the magnolia flower in delft blue as a center decoration and with a wide border with magnolia and leaf intertwined. In "Titian" ware, a cream body is quaintly decorated with flower wreath in strong colors of orange, blue and green with fancy knobs. A particular effective number in French ware is in an all-over panel effect. Mr. Gordon is also showing the engraved glassware line of the Sterling Glass Co., including a special in monogram ware and the Gordon Glass Co.'s line of light cuttings in half daisy panel design, featuring stemware and water sets.

Attractive Things in the Quaker City Line

Room 815 at the Hotel Imperial is proving a popular place among the buyers. Chas. A. Weidemann is holding forth there with the Quaker City Cut Glass Co.'s lines of decorated glassware and china as well as their cut glass line. In the former he is showing a variety of new and novel treatments, that are sure to be appreciated, in a complete line of the most salable items, as well as full lines of stemware. Decorated china is being shown in short lines in some new solid color effects that are very good. The concern's cut glass line is also quite as attractive as ever.

New Offerings in American Dinnerware

Introducing a number of new decorations on their well known "Iona" shape the sample line of the Taylor, Smith & Taylor Co., represented by Billy Lynch, Room 1407, Hotel Imperial, is a particularly attractive showing of American dinnerware. Among the new decorative treatments is a wide border design in the English style, in blue and brown with insert panels of pink roses and with center decoration of large flowers in pink,

(*Continued on page* 30)

L. BERNARDAUD & CO.

LIMOGES, FRANCE

FINE FRENCH CHINA

IMPORT

Decorated Dinnerware *White for Decorating*

STOCK

Twenty Patterns for Prompt Delivery *White for Decorating*

L. BERNARDAUD & CO.

46 MURRAY STREET, NEW YORK

THE TESTS SHOWN BELOW, MADE BY THE BUREAU OF STANDARDS, WASHINGTON, PROVE THAT

MERCER HOTEL WARE VITRUS

WITHSTOOD THE SEVEREST TEST TO WHICH POTTERY CAN BE SUBMITTED

TABLE 11
Results of Crazing Tests
Immersion on which failure occurred

No. Type	175										200					225					250					
	1	2	3	4	5	6	7	8	9	10	1	2	3	4	5	1	2	3	4	5	1	2	3	4	5	
1—Hotel china																										O.K.
2—Hotel china																					X	Cracked				
5—Hotel china																X	Cracked									
7—Hotel china											X	Crazed													X	Cracked
8—Hotel china																X	Crazed				X	Cracked				
11—MERCER HOTEL WARE VITRUS																										**O.K.**
14—English hotel ware					X	Crazed																				
15—English hotel ware			X	Crazed																						
16—English hotel ware		X	Crazed																							
17—English hotel ware			X	Crazed																						
18—French hotel china					Cracked																					
19—German hotel china													X	Cracked												
20—German hotel china																	X	Cracked								

MERCER POTTERY COMPANY, TRENTON, NEW JERSEY

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

THE first annual exposition of the new Gift, Art Wares and Novelties Association of Chicago, held at the Palmer House last week, was generally proaimed a success. Buyers, not only from Chicago and ıe immediate territory, but from as far as California, exas, Florida and Louisiana, registered at this big buying ınvention of gift merchandise. The sixty exhibit rooms, cated on the fifth and sixth floors of the Palmer House, ere decorated and arranged in a most attractive manner, ade possible only by the character of the merchandise ıd the artistic temperaments of the folks engaged in the ift Shop trade. More than one hundred buyers regisred on the opening day of Chicago's gift week, and by e end of the week more than five hundred had inspected e lines on display.

Among the most attractive glass and pottery exhibits ere those of the Haeger Potteries, represented by W. C. wen; N. O. Cederborg's Hispano-Moresque lustreware, presented by Frank B. Kurtz; Graham & Zenger, Inc., presented by H. E. Hoertkorn; J. J. Hines and Harper Ransburg Glass Co., represented by Steinbeck Studios. All of the latest novelties in the gift field were repreınted either directly or by factory agents. There were ys to suit the latest whims of the children, lamps and ades in the newest and most novel designs and colors, oks, book ends, card trays, picture frames and pictures, sk sets, candle sticks and decorated candles, metal ods of hammered brass and wrought iron, and, in fact, ery form of gift for the home dealing with the beautiful d the practical.

Before the close of the show there was an almost nanimous expression among both buyers and exhibitors at the Chicago association repeat the good work of this ar and give the trade a similar exposition in 1923.

There was a most pleasing reaction in the retail and nolesale crockery and glass trade during the past week. ıe good business in the downtown department stores ıs a sequel to the poor business of the previous week ıen customers were unable to do the shopping they d planned owing to the street car and elevated railad strikes. Even the women who would have come to ıe "Loop" district in their automobiles to shop, wisely cided against this method owing to the heavy traffic of ses, motors and trucks brought about by the strike ndition. However, the stores were crowded every day last week by belated shoppers and many department nagers believe they will more than make up the loss sales during the strike week within another ten days' ıe.

N. O. Cederborg Co., Aurora, Ill., makers of the famous Hispano-Moresqque lustre ware, has appointed Frank B. Kurtz sales agent for Chicago and surrounding territory. Mr. Kurtz, who is a manufacturers' distributor, maintains a fine display in the Wrigley building, room 610, where he will permanently show the Cederborg line of lustre ware and other lines for the buyers of pottery, glass and housefurnishings.

A large section of the middle west formerly covered by salesmen from the Pittsburgh office of the United States Glass Co., has been turned over to the Chicago office for future business. Mr. Renshaw, who is in charge of the local office, welcomes the opportunity presented in this change of jurisdiction. W. J. Jones and H. Erickson who formerly called on the trade in this territory, working from the Pittsburgh office, will now make Chicago their headquarters. The Chicago display of the United States Glass Co. is located at 30 E. Randolph St.

Thos. F. Reid, factory agent, Room 562 Palmer House, has recently taken up the representation of Close Bros., Tiffin, O. This cutting factory has gained a good reputation for the quality of the work they turn out. Among their latest is an acorn pattern cutting on optic lead blanks, which gives every promise of becoming a popular number with the trade.

A highly attractive catalogue has just been issued by the Classique Lamp Studios, makers of fine lamps, located at 518 Market St., Milwaukee. This catalogue covers the entire line of Classique metal base lamps with decorated glass shades, and will be sent to buyers upon request. Classique lamps are favorably compared with the best, and under the direction of Edwin B. Pipe, the Milwaukee firm is gaining the recognition of it products deserving them by their quality.

W. T. Darden, manager of Sales for the Albright China Co., is recovering from a severe attack of ptomaine poisoning, contracted while in Detroit recently. Mr. Darden was confined to his home in Chicago for a number of days where he was under the direction of a physician. A trip to the West coast, which he had planned, was temporarily postponed due to his illness.

E. M. Meder has returned from a business trip to the East where he has been in conference with the officials of factories he represents in Chicago and the middle west.

N. H. Carter, Huntington, W. Va., came to Chicago last week to replenish his stocks of toys and novelties.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Guernseyware, Room 562
COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
Dinnerware, Vitrified Hotel Cooking Ware and Tea Pots, plain and decorated.
Aluminum for special sales and high grade Cut Glass.
Electric Irons, Toasters and Curling Irons.
Phone, Dear. 4700

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

Imported overglazed
CHINA COLORS
Powdered or Mixed for Use
Everything for China Decorators
PILKINGTON MANUFACTURING CO.
3223 W. Lake Street Chicago

A few words in this space will bring in many dollars

Phone Wabash 860

THE HAEGER POTTERIES, Inc.
Pottery of Distinction

Plant and salesroom at
DUNDEE, ILLINOIS
(Convenient suburban service from Chicago)

FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE

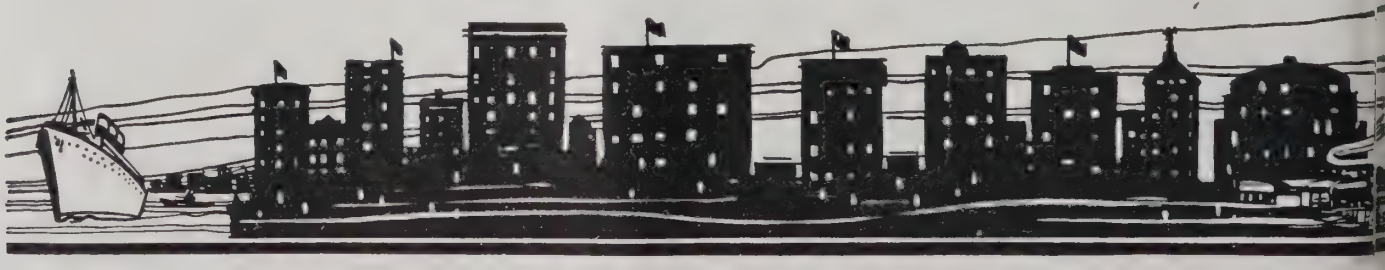


The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

PLATINUM Encrusted China—The Latest
A most wonderful treatment in Bright and Dull finish. Guaranteed to wear and the BEST Seller. Your line is not complete without
KITTLER'S PLATINUM CHINA
2116 Hudson Avenue, Chicago
Phone DIVERSEY 3357

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware Original designs in floral decorations
Phone Austin 1500
5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.
Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
Phone
Central 3497.



CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

LIN-O-LITE SHADES

An innovation, hand painted Linen, Silk Lined and Silk Braid Trimmed. Durable and strong. Made by

VOLKMAN & CO.
3223 W. Lake St.

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

Here's a good business building card for sale at a little price.

Phone Wabash 860

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Bonita Art Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.
17 North Wabash Avenue
Chicago

Announces

their removal from 17 North Wabash Avenue to more commodious quarters in

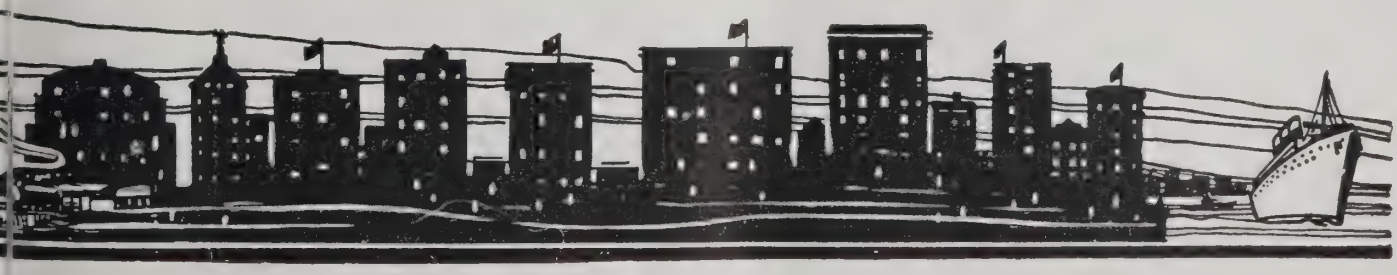
The Burley Bldg.
9 N. Wabash Ave.
Chicago

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

PROGRESSIVE CHINA DECORATING CO.
Decorators of fine imported and domestic china. Monogram and design duplication a specialty.
1836 W. Van Buren Street
Phone West 3645

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre. and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046

HISPANO-MORESQUE
LUSTRES & METALLIC GLAZES
Vases, Bowls, Lamps, Comports, Candlesticks
THE N. O. CEDERBORG CO.
Chapman Block, Aurora, Ill.



W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

SALESMAN—High class who has direct acquaintance with department store and retail shop buyers. We have an exclusive line of decorated blown table ware, our own decorating establishment, many new designs and offer a liberal proposition to right man who can show results. The Nonik Glassware Corp., Mohawk Building, Fifth Ave. & 21st St., New York City.

EXPERIENCED buyer with many years' experience, now employed, desires position as buyer or manager of bric-a-brac, Japanese and Chinese art departments. Box 197, care CROCKERY AND GLASS JOURNAL.

Wanted Assistant Buyer.

IN Glassware, Crockery, Enamelware, etc., etc., for large Jobbing concern in New Orleans. Only those with extensive Jobbing experience in these lines need apply. Excellent future. Mention age, experience, references and salary expected to start. China Palace Mercantile Co., New Orleans, La.

WANTED Salesman on commission basis for the middle western territory to carry as a side line a few novelty items that sell quickly to all department stores. Box 198, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

SALESMAN of 20 years' experience in the pottery, lamp and cut glass lines wishes to make a connection by August 1st for the south and middle west territory. Has a large acquaintance with department store buyers and jobbers. Box 192, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

OLD and successful glass company which manufacturers the best and largest line of Decorated Glassware and imported china, wishes representation in all the smaller and some large cities west of the Ohio River, also Canada. Give particulars what lines you now carry, references and how often territory is covered, in first letter. Box 195, care CROCKERY AND GLASS JOURNAL.

12 Millions of New Gimbel Stock

(*Continued from page 24*)

effect to taxes at 1922 rates, are given as follows:

	Net Sales.	*Net Profits.
Year ended January 31, 1920.....	$58,346,214	$5,286,429
Year ended January 31, 1921.....	66,070,496	2,838,987
Year ended January 31, 1922.....	66,773,565	3,511,299

*Before deducting income and profits taxes paid, but after giving effect to taxes at 1922 rates.

Isaac Gimbel, president of Gimbel Brothers Stores, in a letter to the bankers, states that the average net profits for the three years ended Jan. 31, 1922, before deducting income and profits taxes paid, but after giving effect to taxes at 1922 rates, were $3,878,906 or more than three and one-half times the annual dividend requirements on the total issue of $15,000,000 of preferred stock. The sales for the five months' ended June 30, 1922, amounted to $28,568,374, compared with $27,013,349 for the corresponding period of the previous year.

"Each of our stores," says Mr. Gimbel, "is now showing consistent and satisfactory profits. We expect our sales for this year will be upward of $70,000,000, a confidently believe that, with normal growth and the i provements and extensions we have in contemplati they will constantly amount to still larger figures. T Gimbel business has been managed for three generati by one family. All of our stores are owner-managed a will continue to be so. The Board of Directors of the n company will be composed entirely of members of t family, in addition to two members of the banking fir of Goldman, Sachs & Co., and Lehman Brothers."

Follow the Open Road

(*Continued from page 13*)

otherwise the chain and mail-order houses will get good share of the trade which should logically come the department and individual stores. And it is si nificant that all chain and mail-order houses follow t open road. It is the only modern way to do business, f the biggest volume is certain to come to those who ser the public best.

What's New in the Market?

(*Continued from page 25*)

red, and orchid with natural foliage, which gives a ve charming effect, unusual in ware at little price Other designs include a very appealing modified Mint decoration and one of French type, consisti of fancy baskets of pink, yellow and blue flowers wi inside and outside fancy chain border with go edge band and handles. Other new numbers inclu an appealing decoration in the Empire period and border with medallion spray of pink roses on a brov and blue background. In hotel ware the features are welded handle and a cleverly designed grill plate.

BUYERS IN NEW YORK

August 16th, 1922.

I. Rosenberg, toys, Ross Stores, Inc., Buffalo, N. Y., 3 W 29th St.

Mrs. D. W. Williams, gifts, Justamen Shop, Bartlesvil Okla., Madison Square.

A. J. Kline, housefurnishings, toys and glassware, Div Pomeroy & Stewart, Harrisburg, Pa., 240 Madison Ave.

H. E. Kline, housefurnishings, china, Watt & Shand, La caster, Pa., 432 4th Ave.

Mrs. I. Nachman, toys, Sol Nachman, Newport News, V Pennsylvania.

J. R. Irwin, china, glassware and lamps, Boggs & Bu Pittsburgh, Pa., 1140 Broadway.

W. H. Gilbert, housefurnishings, cut glass and dinnerwa J. R. Libbey & Co., Portland, Me., Commodore.

C. B. Miller, toys, Ellis Mills Co., Reading, Pa., Penns vania.

J. D. Kistler, housefurnishings, Fred J. Scheid, Tamaq Pa., 880 Broadway.

M. Crueson, housefurnishings, china, glassware and to Cohn Hinkel D. G. Co., Wichita, Kan., 115 West 30th S care Weil & Hartmann.

C. W. Harned, toys, china and glassware, Zolling Harned Co., Allentown, Pa., Breslin.

Miss Bristow, toys, R. H. White & Co., Boston, Mass., 4 4th Ave.

Mrs. K. Vedder, gifts, A. Harris & Co., Dallas, Texas., East 26th St.

H. L. Hamilton, toys, Jones Store Co., Kansas City, M 23 East 26th St.

J. A. Maier, cut glass, Pfister Jewelry Co., New Iber Iowa, Cadillac.

J. L. Wentworth, housefurnishings, H. B. Graves Co., Ir Rochester, N. Y., Commodore.

ESTABLISHED IN 1874

PHONE STUYVESANT 6052

Crockery and Glass Journal

The Representative Paper of the Industry
Devoted to
CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS
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VOL. 95 AUGUST 24, 1922 No. 8

AS THE EDITOR SEES IT

A GOOD BUY IS A FAST MOVER

THE ability to buy merchandise to the fullest advantage is not so simple a business proposition as a good many believe it to be. In fact, when you get right down to brass tacks you will invariably find that the top-notch buyer—the buyer who gathers the goods which yield the greatest turnover for the store, possesses quite an exclusive fund of specialized knowledge. This knowledge is gained through many years of study and experience in weighing two very essential things. These co-related factors are the kind of merchandise the customers want and the kind of merchandise displayed in the wholesale marts. While there are relatively few unskilled buyers in the larger stores and while a good many small stores buy shrewdly, a rather large percentage of the latter class are not handling the matter as efficiently as it should be handled. As good buying is the most important factor in extending the store's customer list, is directly responsible for sales volumes and determines to a large extent the rate of turnover, no retail store can afford to take any chances about it.

A good many owners or partners in comparatively small stores pride themselves on their judgment of values and believe they are close buyers. That is, they concentrate on getting a bill of goods at a certain price they figure is a keen buy. Price is a good thing to consider. It is a very important consideration, but it is not the only important consideration. The selling value of the merchandise is equally important and the good buyer will not only try to get a good price but will devote as much if not more energy to pick out the patterns which his judgment tells him will be fast movers. In other words to buy well it is quite necessary to consider merchandise in terms of value to the customer and sale building quality as well as in figures of dollars and cents. Good taste and common sense are a pretty accurate guide, and as not every man or woman possesses these things, so not every man will measure up as a top-notch buyer. And if a buyer cannot work up to fill a top-notch place it is simply a case of a square peg in a round hole and a misfit cannot be kept in a buyer's position without sacrificing profits. A good buy is always a fast mover, but it takes a good buyer to pick the plums and pass the lemons.

WITH keen competition today and competition increasing in exactly the proportion as present stores are enlarged and new retail enterprises started, the importance of good buying is likewise increasing. While other things, of course, enter into the management of a progressive store, the ability to buy to get sale volumes and big turnovers is a simon-pure phase of buymanship. Even top-notch buyers make mistakes, but they make few errors in comparison to their successes. Buying is largely psychological and cannot be termed an exact science. For this reason the buyer must intimately know his markets and the needs of his customers. And being well posted on these things he will merchandise for merchandise and not merely for price. He will not buy without carefully weighing the salability of the goods and measuring so far as possible how great quantity his trade will absorb. Drive for the best price, but when talking price don't forget the patterns. Your customers are not especially interested in trading dollars, but they are very much interested in exchanging their dollars for merchandise that gives the utmost in satisfaction and service.

Good Display Creates Desire and Results in Sales

Effectiveness of Window Merchandising Now Developed to Fine Point by Big Department Stores and All Stores Should Utilize Window and Counter Space to Greatest Advantage in Order to Boost Turnover

PROPER utilization of window space and more effective ways of displaying merchandise are now occupying a much larger share of the up-to-date retailers' attention than ever before. Under the leadership of the big department stores in the large cities, which have made window merchandising an art, the idea of selling goods through persuasive and efficient display has penetrated retail circles until there are few who do not now appreciate its value.

Retailers who desire to increase their turnover, cut down their overhead and turn possible losses into profits may well study the question of better displaying their merchandise, said the display manager of a prominent Fifth Avenue store recently. There is no question but that the proper showing of merchandise is one of the vital questions in the operation of a retail store today.

The retailer who most successfully displays his merchandise is the one who is prosperous, because display is silent salesmanship. "Window shopping" is a common term among consumers today. It is a fact that nine times out of ten a customer is "sold" on the merchandise before he even speaks to the salesman, if the proper appeal has been made either in the window showing or the counter display. The qeustion for the retailer to ask himself is "Am I getting the return in dollars and cents from my window displays that I should?"

The showing of merchandise falls naturally into two divisions—one is the display in the window and the other on the counter or in the showcase inside the store. Both are of the utmost importance. My field, however, is in window display and so I will deal with that solely. Coming down to fundamentals, the chief values of the window display are to gain the attention of the prospective customer, then, when that is obtained, have the display suggest to him the desirability of buying the merchandise in question, either for himself, his family or, possibly, some of his friends.

The first thing a merchant must do to secure the most productive results from his window space is to plan ahead definitely a schedule of what displays he is going to show. This should be carefully done in advance and, except for soundest reasons, no changes in the original schedule should be made. This is to prevent the haphazard, illogical displays which have featured many retailers' windows even in the larger cities. Furthermore, never let the display grow stale. Too often have I seen windows which remained unchanged for weeks until they literally were an eyesore to passers-by, for whom they had lost all appeal. Remember, the public wants variety and freshness, and the way to achieve this is to chang the displays often.

The next step is arranging the displays to be made The prime consideration to bear in mind is that two thing must be accomplished—attract attention and suggest pur chase. The first requires that the unit idea of display b followed. By this I mean do not confuse the observer' attention by jumbling your showing. If, for instance, yo are showing women's outer garments do not mix ther up with other lines. Give each division its proper show ing and the results will speak for themselves.

Then, when you have decided the units you are goin to show, make sure your layout is attractive. If yo are making a display of fine wares see that they ar placed at the proper angle. This is most important i order to gain the attention of the passers-by and for th proper showing of good points. An important point to r member in connection with display is that the sma articles must harmonize with the rest. It is no uncon mon occurrence to see merchandise thrown togethe Then watch the little things, such as pieces of paper c the floor of the window, a table covering hanging belo the display of merchandise. These are little things, b they are most important in effective window dressing.

I do not advocate the use of a scenic background fo window displays, except for certain things. I believ nine times out of ten, the plain walnut or Caen stor background will be most effective in the display of me chandise. The exceptions to this are cases where it absolutely necessary to give a certain atmosphere. Fo instance, recently we wanted to feature housefurnis ings. We formed a display comprising child mode seated on swings and slides, and for this some kin of background evidently was necessary or the sho ing would have fallen flat. A background of a Summ cottage was devised and simulations of grass, trees ar flowers were placed in the window. Another examp was the case of a display of lamps for which v arranged a replica of a living room, including furnitu and other equipment.

But such displays are not necessary, in my judgmer for the average display. I remember seeing only short while ago, a very prominent store window, sho ing women's ready-to-wear, all decked out with flowe The foliage was so thick that it was a question in the o lookers' mind whether he was looking at a flower sho or a retailer's window. In these the value of the sugge tive elements I spoke of is lost, and the display is v tually a waste of time and money.

Of course, there are many excellent displays which fall into the educational category, and with them I am in full accord. Display managers do not look for this type to bring direct sales return, but they serve a most useful function in calling attention to the store as a whole. The showing of the various processes that go into the manufacture of a small article, for instance a hair net, generally arouses the interest of people to a very large degree, and it is no uncommon occurrence for one woman to say to another, "Did you see the window display at the —— store today? It is really wonderful. I never imagined in my life that it took so much labor to produce such a small article." Recently, there was arranged in one of the large stores a display of silk worms about to spin their cocoons. This was a most interesting showing of the origin of the silk so dear to the heart of the average American woman, and it aroused widespread attention.

Usually in making a display I find it valuable to use small manikin dolls not over two feet high, decked out completely in the latest grown-up's apparel. They attract the interest of the observer and serve as a relief for the showing of household merchandise.

Arranging a window showing is just like figuring a room. Do not have too much in it—nor too little. One is as bad as the other. I once saw a display of a single item in a fairly large window, accompanied by two small accessories. It looked much like a picture without a frame. It seems very advisable to me to include a small piece of furniture or a mirror in the showing of some merchandise. This relieves the eye and makes the general appearance of the window more complete.

I have just touched upon the high lights of window decoration as applied to snappy display. In the case of special merchandise, somewhat different practical methods must be used, as is also true in the instances of silverware, jewelry and other small wares. But the fundamental idea of gaining interest and arousing a suggestive purchasing reaction remains the same.

In conclusion, let me say the retailer who economizes on his window displays is the one who is practicing false economy, which will eventually react greatly upon his business.

Late Changes in Tariff Bill

The amended bill carrying over two thousand changes which has been jammed through by the Senate, does not sustain the rather general belief that downward revisions would be made. However business men may view the matter, it is the opinion of many well informed that the House will accept the Senate amendments together with the so-called flexible tariff provisions under which rates may be raised or lowered by the President to meet changing economic conditions. The following reprint of Schedule 2, covering earths, earthenware and glassware includes new matter and alterations added by the Senate in black faced type. For convenience in identifying duties the old paragraph numbers have been retained.

Schedule 2—Earths, Earthenware and Glassware.

Par. 207. Clays or earths, unwrought or unmanufactured, including common blue clay and Gross-Almerode glass pot clay, not specially provided for, $1 per ton; wrought or manufactured, not specially provided for, $2 per ton; china clay or gaolin, $2.50 per ton; bauxite, crude, not refined or otherwise advanced in condition in any manner, $1 per ton; Fuller's earth, unwrought and unmanufactured, $1.50 per ton; wrought or manufactured, $3.25 per ton; silica, crude, not specially provided for, $4 per ton; silica, suitable for use as a pigment, not specially provided for, $7.50 per ton; glass sand **CONTAINING 99 PER CENTUM OR MORE OF SILICA,** $1.50 per ton; fluospar, $5.60 per ton.

Par. 210. Common yellow, brown, or gray earthenware made of natural, unwashed, and unmixed clay, plain or embossed; common salt-glazed stoneware; stoneware and earthenware crucibles; all the foregoing not ornamented, incised or decorated in any manner, 15 per centum ad valorem; ornamented, incised or decorated in any manner and manufactures wholly or in chief value of such ware, not specially provided for, **20 PER CENTUM AD VALOREM,** and Rockingham earthenware, 25 per centum ad valorem.

Par. 213. China, porcelain, and other vitrified wares, including chemical porcelain ware and chemical stoneware, composed of a vitrified nonabsorbent body which when broken shows a vitrified or vitreous, or semivitrified or simivitreous fracture, and all bisque and parian wares, including clock cases with or without movements, plaques, pill tiles, ornaments, toys, charms, vases, statues, statuettes, mugs, cups, steins, lamps, and all other articles composed wholly or in chief value of such ware, plain white, or plain brown, not painted, colored, tinted, stained, enameled, gilded, printed, or ornamented or decorated in any manner, and manufactures in chief value of such ware not specially provided for 60 per cent ad valorem; painted, colored, tinted, stained, enameled, gilded, printed, or ornamented or decorated in any manner, and manufactures in chief value of such ware not specially provided for, 70 per centum ad valorem, **ANY OF THE FOREGOING ARTICLES CONTAINING 25 PER CENTUM OR MORE OF CALCINED BONE, NOT PAINTED, COLORED, TINTED, STAINED, ENAMELED, GILDED, PRINTED, OR ORNAMENTED OR DECORATED IN ANY MANNER, 50 PER CENTUM AD VALOREM; PAINTED, COLORED, TINTED, STAINED, ENAMELED, GILDED, PRINTED, OR ORNAMENTED OR DECORATED IN ANY MANNER, 55 PER CENTUM AD VALOREM."**

Par. 218. Illuminating articles of every description, including chimneys, globes, shades, and prisms, (incandescent, electric light bulbs, with or without filaments), for use in connection with artificial illumination all of the foregoing, finished or unfinished, composed wholly or in chief value of glass or paste, or a combination of glass and paste, 70 per centum ad valorem; all glassware commercially known as plated or cased glass, composed of

two or more layers of clear, opaque, or semitranslucent glass, or combinations of the same, 70 per centum ad valorem; table and kitchen articles and utensils, and all articles of every description not specially provided for, composed wholly or in chief value of glass or paste, or combinations of glass and paste, blown or partly blown in the mold or otherwise, or colored, cut, engraved, etched, frosted, gilded, ground (except such grinding as is necessary for fitting stoppers or for purposes other than ornamentation), painted, printed in any manner, sand-blasted, silvered, stained, or decorated or ornamented in any manner, whether filled or unfilled, or whether their contents be dutiable or free, 65 per centum ad valorem; table and kitchen articles and utensils, composed wholly or in chief value of glass or paste, or a combination of glass and paste, when pressed and unpolished, whether or not decorated or ornamented in any manner or ground (except such grinding as is necessary for fitting stoppers or for purposes other than ornamentation), whether filled or unfilled, or whether their contents be dutiable or free, 50 per centum ad valorem. Provided, That any of the articles specified in this paragraph, if containers of merchandise subject to an ad valorem rate of duty or to a rate of duty based in whole or in part upon the value thereof, shall be dutiable at the rate applicable to their contents but not less than the rate provided for in this paragraph: Provided further, That for the purposes of this Act, bottles with cut-glass stoppers shall with their stoppers he deemed entireties.

Par. 217. Plain green or colored, molded or pressed, and flint, lime, or lead glass bottles, vials, jars, and covered or uncovered demijohn and Carboys, any of the foregoing, filled or unfilled, not specially provided for, and whether their contents be dutiable or free (except such as contain merchandise subject to an ad valorem rate of duty, or to a rate of duty based in whole or in part upon the value thereof, which shall be dutiable at the rate applicable to their contents), shall pay duty as follows: If holding more than one pint, 1 cent per pound; if holding not more than one pint and not less than one-fourth of a pint, 1½ cents per pound; if holding less than one-fourth of a pint, 50 cents per gross: Provided, That none of the above articles shall pay a less rate of duty than 50 per centum ad valorem. Provided, further, That the term " bottles," " vials," " jars," " demijohns," and " carboys," as used herein, shall be restricted to such articles when suitable for use and of the character ordinarily employed for the holding or transportation of merchandise and not as appliances or implements in chemical or other operations and not to include bottles for table service and thermostatic bottles.

U. S. Ceramic Trade

Few definite trends are evident from June United States foreign trade statistics on glassware and clay products. Imports of glass and glassware after rising in May failed to follow the course of June, 1921, and fell off; exports, however, continued their advance, which started in March. Imports of earthen, stone, and chin ware after declining in April continued the increase o May, while exports started down again. June plate-glas imports valued at $337,045 set a new high record for th year. The same is true of exports of glass container shipments of bottles, jars, etc., having mounted steadil since January says the U. S. Department of Commerc report.

Details of United States imports and exports of glas and glassware during the first six months of the curren year are presented below:

Glass and Glassware	May	June	Total Month
IMPORTS			
Bottles, vials, carboys, etc., Plain	$ 27,873	$ 22,837	$ 134,47
Bottles, decanters, and other glassware, cut or ornamented	205,190	209,510	971,76
All other	367,196	312,460	1,492,81
EXPORTS			
Glass containers (bottles, jars, etc.)	202,259	247,640	1,036,31
Table glassware, plain	116,401	122,936	552,53
Table and other glassware, cut or engraved	12,557	10,796	72,83
Glassware for lighting:			
Lamp chimneys and lantern globes	28,673	31,162	149,71
Globes and shades for lighting fixtures	43,300	39,491	213,84
Lamps and other illuminating devices, chiefly of glass	28,537	29,857	221,82
All other	134,594	110,389	922,16

The foreign trade movement of earthen, stone, an china ware into and from the United States during th first half of 1922 is shown in the following table:

Earthen, Stone and China Ware	May	June	Total Month
IMPORTS			
China, parian, porcelain, etc.:			
Not decorated	$ 66,706	$ 53,410	$ 289,30
Decorated or ornamented	476,682	556,415	2,462,22
Earthen and crockery ware:			
Not decorated	22,314	31,992	147,24
Decorated or ornamented	389,394	413,670	2,193,95
All other[1]	49,274	63,624	259,89
EXPORTS			
China and porcelain ware:			
Table, toilet, or kitchen ware	20,337	15,061	101,53
Other	5,918	8,828	70,19
Earthen and stone ware:			
Table, toilet, or kitchen ware	5,964	11,450	50,90
All other	62,785	65,420	502,57

[1] Includes bricks and tiles.

Crockery and Glassware in Australia

Reuters' trade representative in Melbourne learns fron a local authority that, apart from a general easing i the prices of American glassware, due to the improve rate of exchange, retail quotations generally are steady Belgium is supplying the bulk of the tumbler goods, bu at the moment some importers are ready to realize fo cash, and parcels of the Belgian article may be acquire at a figure a trifle below current landed cost. Japanes chinaware is firm. Trade in the retail section is de scribed as brisk. Leading Auckland importers state tha prices have dropped from 10 to 33 per cent during th past six months, easier market being in some degree du to cheaper coal and lower freights. One merchant state that supplies were now coming to hand within four o

five months of the placing of an order. English china is said to be practically as good as ever, and nearly all the crockery entering the Dominion is of British make. Another importer said: "During the last year or so we have received dozens of lists from German and Austrian firms with which we used to trade, offering strong inducements to resume business. However, we are able to secure all we want from England. We have cut out the Japanese trade altogether. Japan made a very strong bid for New Zealand trade, but they were not careful enough. The trade has now reverted to England." In another quarter it was ascertained that nearly all the glassware—tumblers, goblets, dishes, jugs, etc.—coming to Auckland now were produced in Belgium. Prices were not back to pre-war level, but the quotations were considered to be very good. It is expected that a large bottle and glass making factory, which is being constructed at Auckland to the order of the New Zealand Glassworks, an offshoot of the Australian Glass Manufacturers Co., will be in full swing by September next.

How's Business?

While the improvement in the strike situation is reflected in a better feeling in trade and industry, the wholesale and retail markets are continuing at a slower pace and but little gain is apparent at this writing. The outlook for the future is brighter but until the strikes are actually settled this uncertainty is likely to be reflected in the markets by irregular buying. In the weekly survey of business Bradstreet's report that while the business skies are clearing, retail trade has been affected by hot weather and strike unsettlements and idleness of large numbers of workers act as a brake on buying.

In the East

In New York trade in crockery is substantially the same as last week but general glassware lines are more active and orders for fruit jars are quite heavy. The wholesale and jobbing trade is fair but retail trade is quiet, collections continue fair and the Merchandise Fair is drawing a good attendance of visiting buyers. Philadelphia reports that both wholesale and retail trade is quiet but is not so bad for this period of the year, and better business is expected soon. In Boston retail trade is fair, and collections slow. Pittsburgh reports midsummer dullness prevails.

In the West

In Chicago the wholesale and retail markets are doing a fair amount of business, industry is slower and steel output about 50 per cent of capacity, and collections are fair. In Detroit industry and manufacturing is active, 5,000 being added to payrolls for the week, auto plants operating to capacity and collections fair. In Cleveland effects of the strikes are more noticeable and retail trade is only fair. Kansas City reports that "Advertising merchants' week" was well attended, manufacturing is fair, crop prospects good and collections slow. In St. Louis many out of town buyers are placing orders in fair volume, building continues to improve and collections are fair. Milwaukee reports that wholesale trade is good but retail trade is slow, manufacturing active and collections fairly good. In Minneapolis retail trade fair, crops in good shape and collections backward. Omaha reports that strikes are affecting business, trade is only fair and collections slow.

In the South

In Baltimore trade prospects are bright but as strikes are retarding trade business in all lines is only fair. Charleston reports that merchants are holding their own in spite of the strikes, crop prospects are fair and collections likewise. In Memphis rail embargoes affect trade which shows some falling off but crops are in fine shape and collections showing signs of improvement. Birmingham reports that coal production is above normal but shipments are hampered by rail strike, retail trade seasonable, crops in good shape and collections slow. In New Orleans midsummer dullness prevails, cotton crop fair and collections slow.

On the Pacific Coast

In San Francisco trade is fair, crop prospects good but orange crop about 56 per cent normal. Portland, Ore., reports that trade and industry are fair, "Buyer's Week" bringing in about 1 million in sales, crops in good shape but collections slow.

British Ceramic Trade Grows

With the exception of pottery imports British ceramic trade in the first half of 1922 showed an increase compared with the corresponding period in 1921. The most noticeable gain was made in imports of glass and glassware as both domestic and fancy glassware and plate and sheet glass were much in demand. Bottles and jars were also imported in larger quantities, arrivals in this class in January—June, 1922, being over 20 per cent greater than those of the first six months of 1921. Detailed statistics of Great Britain's foreign ceramic trade are shown in the following table:

Principal Articles	Imports		Exports	
	January—June, 1921	January—June, 1922	January—June, 1921	January—June, 1922
CLAY PRODUCTS	*Cwt.*	*Cwt.*	*Cwt.*	*Cwt.*
Porcelain, chinaware, and parian	6,939	5,124	6,498	8,810
Jet, Rockingham, Samian, and other glazed earthenware.	.....	.....	385,290	368,910
Stone and terra cotta ware and unglazed pottery	.....	.....	864,024	875,073
GLASS AND GLASSWARE				
Illuminating glassware	39,824	64,323	3,095	2,598
Domestic and fancy, including table, cooking, and ornamental glassware...	160,154	229,174	6,739	5,589
	Gross	*Gross*	*Gross*	*Gross*
Bottles and jars	498,482	610,076	170,074	161,045

It will be seen that a considerable decline was registered in both imports and exports of clay tiles. The trade in sanitary ware made of clay is becoming more and more monopolized by the home industry, imports in the periods under review dropping from 306 to 185 hundredweight. The brightest light from the British point of view, however, is in the glassware trade, for here the plate-glass industry is slowly getting back to normal.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

ALWAYS a welcome visitor among the local dealers, is A. P. Spengler, buyer for Bush & Bull, Easton, Pa., who was in New York this week on one of his frequent trips to the New York market. Mr. Spengler is one of the veteran buyers and one of the best posted men in the business. He has been buying for his present concern for twenty-three years and all together has a record of thirty-five years as buyer. In addition to the china, glassware, lamp and housefurnishing departments, for which he buys himself, he is merchandise manager for the toy, silverware, furniture book and stationery departments.

Franz Heinrich, head of the factories of Heinrich & Co., Selb, Bavaria, who has been in this country since the middle of June on a visit to his American representatives, Wm. G. Mueller, Inc., sailed for home aboard the Resolute on Tuesday. While here, Mr. Heinrich accompanied Mr. Mueller on an extensive tour of the country for the purpose of meeting the trade and making an intensive study of the requirements of the American market.

Robert J. Orr, well known for years as a buyer of china, glassware and housefurnishings, whose last connection was with Hager & Bro., Lancaster, Pa., and who is now sales representative for the Mary Ann Mfg. Co., Lancaster, Pa., manufacturers of "Mary Ann's Cake Shell Pan," is a visitor in New York this week calling on the local retail trade. He states that the pan which is an entirely new patented idea, has taken wonderfully well throughout the entire country and is selling particularly big in the New York stores.

After being confined to the hospital for two weeks, suffering with an eye affection, Fred C. Brey, with B. F. Drakenfeld & Co., returned to his desk on Monday morning, but will be unable for some days yet to assume his regular duties, as he has'nt completely recovered the use of his eyes. One of his principal regrets was that he was unable to attend the outing, owing to his illness.

David Fisher, president of the Paden City Glass Mfg. Co., Paden City, W. Va., is in town this week on one of his infrequent visits. He is here to consult with the company's local agent, D. King Irwin, and to attend to other business for the factory.

George A. Stuart, treasurer and general manager of the Mitchell Woodbury Co., Boston, and Herbert M. Ford, import buyer for the concern, made a brief visit to New York on Tuesday to call on some of the wholesale trade here and to confer with the firm's traveling repr sentative, Eugene Blum, who is displaying the line at t McAlpin.

A recent arrival from Europe was Charles Vogt, hea of the well known importing house of Vogt & Dose, 6 Barclay St., who had been on a visit to the factory Limoges for the past three months. While away h arranged for new designs in both dinnerware and fanc china, that are destined to prove highly interesting to th trade.

A new acquisition to the sales staff of Morimura Bros is A. F. Lemcke who assumed his duties with the con cern on Monday of this week. Mr. Lemcke is widely an favorably known in the trade through his association fo the past nine years as traveling representative with th Quaker City Cut Glass Co., Philadelphia. He shoul prove a valuable addition to the Morimura selling force

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Postley Moves to Larger Salesroom

The business of Charles A. Postley & Son, direc manufacturers' agents, dealing in housefurnishing spe cialties, Bartholdi Building, 2-4 East 23rd street, has beer thriving to such an extent, that addiional space was re quired, hence the concern will still be located at the ol stand, but on another floor, having moved this week from the fifth floor, to room 402 on the fourth floor. The space is about twice of that they formerly occupied and admits of a much more attractive display of their various lines

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Lobsitz and Miller Were Tuesday's Golf Champions

George Lobsitz was the winner of the prize for the best low net score with a total of 164 for the thirty-six holes, at the August tournament of the Pottery, Glass & Brass Gold Association, held at the Essex Fells Country Club, Essex Fells, N. J., last Tuesday. Donald M. Miller took the prize for the best selected eighteen out of thirty-six holes.

There were fifteen players present, which was considered a fairly good showing, considering that August is a difficult time for most of the members of the association to leave business.

Those present were: George Lobsitz, Donald M. Miller, Thos. G. Jones, Thomas Smallwood, C. A. Dodson, Alex McKenzie, L. S. Owen, J. E. Killackey, Gilbert Pitcairn, J. Meredith Miller, Judge Wm. B. Howell, John J. Miller, Wm. S. Pitcairn, J. H Nutting and L. D. Wilson, Jr.

Slick to Buy for New Store

Announcement was made this week by Robert M. lick, who, until his recent resignation, was buyer for ıe "Palais Royal," Washington, D. C., and who has ɛen a well known buyer in the trade for years, that ɛ had taken the buyership for a new department store, ɔw in the course of construction at Flushing, L. I. The tablishment will be known as Abramson's. The busiss will be house in a large five-story and basement ilding. The opening date has been set for October 15. esides china, glassware, lamps and housefurnishings, r. Slick will also have charge of the toy, luggage and por covering departments. The china, glassware, lamp id housefurnishings departments will be located in the sement and will occupy a space 75x150 feet.

uit Filed for Alleged Infringement of Nonik Patent

Albert Pick & Co., Chicago, and the NONIK Glassare Corp., whose main sales offices are in the Mohawk ilding 21st Street and Fifth Ave., as co-plaintiffs, have ed suit against John L. Garvey, 10 West Broadway, for ling an imitation of the NONIK patented glassware, aeged to have been manufactured by the Monongah Cass Co., Fairmount, W. Va. Albert Pick & Co. who n the patent, and The Nonik Glassware Corp., as sole tributors to the jobbing trade, are checking up the distbution made of the imitation of the NONIK glassware, vth a view of filing additional suits to protect their rhts.

The structural patent was granted Aug. 18, 1914, U. S. Ltters Patent No. 1107700, and the U. S. Circuit Court d Appeals for the eighth circuit against an infringing chcern about seven years ago, sustained the above pate and approved an injunction as well as an accounting ainst the infringer.

Since that time NONIK glassware has been widely avertised, a great deal of money has been spent in advtising, and a wide distribution obtained, as the trade rognized the value of the patent.

The corporation states that the genuine NONIK glassare sold from their factories is wrapped in a special per bearing the NONIK trade mark name and date of prent.

Buyers in New York

AUGUST 17TH, 1922

V. C. Harned, housefurnishings and toys, Zollinger-Harnes C Allentown, Pa., McAlpin.

delaide M. Goebel, housefurnishings, Hopheimer & Shaul, Asterdam, N. Y., Pennsylvania.

G. Walline, toys, D. B. Loveman Co., Chattanooga, Tn., 1150 Broadway.

Rinken, crockery, Boston Store, Chicago, Ill., 44 East 2 St.

ucy Rosner, china, and M. Heller, glassware and lamps, Rle-Kumler Co., Dayton, O., 225 5th Ave.

ugene Spiegelmyer, gifts, Leinbach & Co., Lancaster, Pa., Pnsylvania.

E. Bradford, gift shop goods, C. Bradford Co., McKeesp , Pa., Imperial.

B. Campbell, toys, Joseph Horne Co., Pittsburgh, Pa., 22 5th Ave.

H. Gilbert, kitchen ware and cut glass, J. R. Libby Co., Pland, Me., Commodore.

J. S. Tobias, housefurnishings, Klein-Eppiheimer Co., Reading, Pa., 4322 4th Ave.

J. S. Williams and Henry Dukes, housefurnishings and toys, Joske Bros. Co., San Antonio, Texas, Pennsylvania.

C. Jones, china, glass and lamps, Geo. V. Miller Co., Scranton, Pa., McAlpin.

J. S. Harris, housefurnishings, Harris Hdw. Co., Southport, Conn., Martinique.

O. S. Carter, housefurnishings, A. Bushell & Co., Watertown, N. Y., Commodore.

AUGUST 18TH, 1922

R. E. Stokes, toys, R. E. Stokes & Son, Abbeville, Ala., McAlpin.

R. B. Smith, toys, J. B. White & Co., Augusta, Ga., care Wm. T. Knott, 23 East 26th St.

E. Schussler, toys, and R. E. Mater, housefurnishings, Braegers, Baltimore, Md., care Biggins, 333 7th Avenue.

J. E. Shambaugh, housefurnishings, china and glassware, Imperial Dept. Store, Carlisle, Pa., Martinique.

D. H. Davies, toys, Mandel Bros., Chicago, Ill., 13 E 22nd Street.

J. H. Kahn, housefurnishings and E. Butler, china and toys, The Fair Store, Chicago, Ill., 23 East 26th Street.

Maude L. Brown, gift shop goods, Halle Bros., Cleveland, O., 220 5th Avenue.

J. J. Henry, toys and housefurnishings, J. L. Hudson, Detroit, Mich., 225 5th Avenue.

A. E. Johnson, toys, First St. Dept. Store, Duluth, Minn., Gregorian.

M. Cruther, housefurnishings, Boston Store, Fort Smith, Ark., care Baer & Lilienthal, 1150 Broadway.

C. W. Reed, housefurnishings, Kaufmans, Harrisburg, Pa., care Baer & Lilienthal, 1150 Broadway.

B. G. Twitchell, lamps, Wise Smith Co., Hartford, Conn., 105 Grand Street.

H. S. Clansky, glass, Rockwell Silver Co., Meriden, Conn., McAlpin.

K. M. Ricordan, toys and housefurnishings, J. H. Bunce & Co., Middletown, Conn., 404 4th Avenue.

G. O. Starke, housefurnishings, Dives, Pomeroy & Stewart, Reading, Pa., 240 Madison Avenue.

M. L. Hofheimer, representing The Gift Shop, Richmond, Va., Gotham.

Mrs. M. Lyons, lamps, Emporium, San Francisco., Cal., 225 5th Avenue.

Miss Thompson, gift shop goods, Emporium, San Farncisco, Cal., 225 5th Avenue.

F. L. Liles, toys, F. L. Liles Co., Spartanburg, S. C., Cumberland.

A. Stein, gift shop mdse., Beutler Gift Shop, Sumter, S. C., McAlpin.

Polly Sheldon, china and glassware, Vail Jewelry Co., Wichita, Kan., McAlpin.

A. Wilner, china and glassware, Nation Drug Specialty, Wilkes-Barre, Pa., York.

AUGUST 19TH, 1922

Henry Salter, lamps and housefurnishings, Armbuster Co., Columbus, O., Pennsylvania.

J. D. Herr, toys, china and housefurnishings, The Hudson Co., Goshen, Ind., Prince George.

W. A. Reiker, toys and housefurnishings, Wurzburg D. G. Co., Grand Rapids, Mich., care Jay Co., 32 West 35th St.

Miss T. Schneider, gifts, Kaufman Strauss Co., Louisville, Ky., Narragansett.

M. Riordan, housefurnishings, Jas. H. Bunce Co., Middletown, N. Y., 404 Fourth Ave.

P. H. Kazanjian, housefurnishings, J. H. Kazanjian Co., Newport, R. I., Martinique.

E. Monroe, toys, china and glassware, Lion D. G. Co., Toledo, O., care Knott 23 East 26th St.

H. W. Leh, housefurnishings, H. Leh & Co., Allentown, Pa., Pennsylvania.

Mrs. I. McCormick, toys, Lit Bros., Philadelphia, Pa., 1261 Broadway.

A. L. Sullivan, china and lamp shades, Crews, Beggs D. G. Co., Pueblo, Colo., 240 Madison Ave., care Syndicate Trading Co.

AUGUST 22, 1922

W. W. Dodge, china, toys, John G. Myers Co., Albany, N. Y., 220 Fifth Ave. (F. Adkins).

L. W. Clark, housefurnishings, china, J. M. High Co., Atlanta, Ga., 120 West 23rd St. (A. Fantl).

Mrs. N. Gaines, art goods, Joseph & Loeb, Birmingham, N. Y., 120 West 23rd St.

(*Continued on page* 30)

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By

M. K. ZIMERMAN, REPRESENTATIVE

CO-OPERATING with the United States Bureau of Standards in its effort to study the cause and ultimate elimination of crazing on semi-porcelain and china ware, the United States Potters' Association is agreeable to the establishment of what might be properly termed a Fellowship within the Bureau. The results of this study, which may extend over a period of a year or more will be made known to members of the association, and, it is believed, the report of the bureau will go far in the present campaign for better ware.

The Potters' Association has authorized an appropriation for the purchase of particular equipment to be installed in the ceramic department of the Bureau of Standards, and in the study the association will be represented by A. V. Bleininger, head of the research department of the Homer Laughlin China Co., and who is also chairman of the Research Committee of the Association. However, other members of the Research Committee will co-operate with Mr. Bleininger and the Bureau of Standards in working out this problem, deemed by manufacturers as one of the most important they have to contend with.

It is possible that the wage conference between the Labor Committee of the United States Potters' Association and the Conference Committee of the National Brotherhood of Operative Potters, which opened in the Hotel Statler, at Cleveland, O., Wednesday, will conclude its discussions within a week. The Labor Committee went into secret conference in the Hotel Statler, Cleveland, last Monday morning. The Potters' Association has left the entire situation in the hands of its committee.

Homer J. Taylor, president of the K. T. & K. Company, returned to his desk late last week following a fortnight spent in the east, first attending the summer meeting of the United States Potters' Association at Trenton, then spending a season in New York.

Among buyers registered in the market during the last few days were Pete Rinkin, of the Boston Store, Chicago, who continued east to New York; Charles Brooks, with John M. Smyth Co., Chicago; F. H. Obermeyer, head of the Krenning-Westerman China Co., St. Louis.

There is a marked tendency noted among buyers who have been in this market of late to order in more liberal volume. The larger the interest the buyer represents, the less ultra conservatism is shown. The smaller the interest the buyer represents, the old conservatism is still rather pronounced. However among the latter trade this condition is showing a slight improvement. In othe words, the general demand for dinnerware appears to b improving.

In several pottery plants in this district during the pa week, orders were issued to increase kiln productio "We need more ware as fast as we can get it," is th way one factory manager put it.

"From all that I can observe, the settlement of th coal strike and the ultimate adjustment of the rail strik will cause the greatest rush for dinnerware next fall th East Liverpool pottery district ever experienced," de declared J. B. McDonald, sales manager for the Knowle Taylor & Knowles Co., in commenting upon the futur outlook in the industry. "Even now I see the straigh road ahead. We've passed the turn. The future cer tainly looks good to us, and even now our orders ar showing a decided increase, both in number and volume.

E. M. Meder, the well known Chicago factory repre sentative, after spending several days in the district vis iting the offices of the Smith, Phillips China Co., has re turned home. It was the first visit of Mr. Meder her since early in the year.

Plants of the Homer Laughlin China Co., both in Ea Liverpool and Newell were "down" Thursday of la week when the entire shop force went to Idora Par near Youngstown, O., to spend a summer holiday. Th affair was the largest shop picnic ever arranged in th local district.

The Pace stoneware pottery at Roseville, O., has be purchased by James L. Weaver, Jr., who will continue operate it.

William L. Smith, Jr., who has been spending the la three months in the Pacific Coast territory, combinin business with pleasure, has returned to his desk. "H a great time and found the coast trade in fine shape is the way Mr. Smith summed up his journey.

Within a few weeks, ground will be broken for th new seven kiln pottery which is to be erected near S bring, O., by the Sebring Pottery Co. This plant wi take the niche formerly held in this organization by th Crescent China Co., at Niles, O., and which was recen sold to the Atlas China Co.

Although there has been no street railway service i the East Liverpool district, save the lone line operating

Newell, W. Va., operative potters manage to get to work on time. While the manufacturers report active trade, local merchants are taking absolutely no part whatever in attempting to have a new franchise ordinance passed by the city council, so that the company can treat with their former employes. In the meantime merchants complain bitterly about the dullness of business.

Merchandise Fair Not to Replace Traveling Salesmen

Denial of some reports of the speech made by Lewis J. Pierson, President of the Merchants' Association, at the luncheon held at the Hotel Biltmore last week, carrying the inference that the merchandise fair will supersede the traveling salesman, was made in a statement issued by Lew Hahn, director of the fair.

Mr. Pierson has authorized the statement, said Mr. Hahn, that he had no intention of conveying any such impression. Mr. Pierson did say: "Our methods have been along different lines. Everybody who had something to sell the retail trade sent his own agents out to do the selling, and the aggressiveness, resources and humor of the American drummer are known to us all. Changing conditions have made this method wasteful and extravagant."

The speaker made no statement that the American drummer is to be superseded, but he did intend to have inferred that, through co-operation with the National Merchandise Fair, whatever of waste or of unusual cost there may be in our present system may be helped to correction.

As a matter of fact, the management of the National Merchandise Fair has never entertained the belief that the fair would in any way alter the status of the traveling salesman, except that it would help to make his work more effective.

It will be recalled that thirty or forty years ago, when the use of advertising by manufacturers and wholesalers was practically only beginning, many business men were of the opinion that with the growth of advertising the salesman would be eliminated. In the time which elapsed, the increase in the use of advertising space has been enormous, and yet today it is safe to say there are more traveling salesmen engaged in the selling of merchandise than ever before in the history of American business.

It has been announced that admission to the fair will be by season passes only, which may be obtained from the registration bureau at the Grand Central Palace or the Seventy-first Regiment Armory.

Two trophies for attendance at the fair will be given. The first is a solid silver loving cup to be presented to the State retail organization having the largest number of buyers present. The second is a gold watch to be awarded the buyer traveling the greatest distance to attend the fair. To insure fairness in the awarding of the latter trophy it will be necessary for the Fair Committee to receive word that the buyer is coming to attend the fair.

HAND PAINTED
MADE IN JAPAN

For The Fall Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

GLASS manufacturers were quite elated last Saturday morning when a telegram was received here from Washington announcing that imported illuminating glassware in the new tariff bill would take a duty of 70 per cent instead of 45 as had been previously agreed upon in the Senate.

When the glassware schedule was first considered by the Ways and Means Committee in the House, the former basis was agreed upon, and it was this valuation which went with the bill to the Senate. Then after the first Senate probing of the situation, the percentage was reduced to 45, but after further consideration and investigations, the old rate of 70 per cent has been restored, and now incorporated in the bill. Manufacturers in this district hold the belief that the glass schedule will be passed as adopted. The trade here was more than pleased with the information in the Washington wire, as it has been contended that it is impossible to compete with the imported item as long as wage scales remain at present high levels.

The "Classic" etched line of blown ware shown by the United States Glass Co., is proving to be one of the most popular lines put out by this interest this year. The design is to be had on a long variety of items, and it is one of those creations which can be handled as an "open stock" proposition. The complete line of this design is now being displayed in all resident sample rooms, as well at the main office sample room.

The trade here regretted to learn a few days ago of the serious accident suffered by W. L. Milner, head of the department store of that name at Toledo, and of the Crowley-Milner Co., Detroit, while he was motoring from a business trip between Monroe, Mich., and Toledo. Mr. Milner was returning from Detroit and in an effort to avoid a collision with another machine drove his car into a ditch, it overturning and pinning him beneath it. He sustained a crushed chest and other internal injuries, and was rushed to a Toledo hospital for treatment.

Glass salesmen making the Wheeling, W. Va., territory relate that William Plankey, manager of the house-furnishing department of the George H. Stifel Co., store, which is associated with the Affiliated Stores Corp., will add several additional departments to his list.

Current financial reports reveal that the Hazel-Atlas Glass Co., Wheeling, W. Va., closed the best six months in its history this year, when officers presented their sheets showing the volume handled during the first two quarters of the current year. This interest has for years maintained a dividend rate of per cent. per annum.

Commercial managers of glass factories here have been advised that William E. Booth, of Bridgeport, Conn., who recently retired from the firm of Booth & Platt Co., wholesale druggists of that city, has formed the Booth & Bulkeley Co., with a capital stock of $20,000 and will enter the crockery and glassware field. Associated in the new company will be Edward K. Nicholson.

During the last fortnight quite an improvement in the demand for the general line of glassware has been noted by manufacturers in this district. From some sections of the country, orders have been just a bit spotty, but from other districts larger volume is being ordered than has been the rule during the last four months. Salesmen now on the road are forwarding some favorable fall delivery business, and not a few of the new orders specify immediate delivery.

Stocks in the factory warehouses are small. There has been no tendency so far this year to pack the bins and then await orders, but rather to work on order. As a matter of fact where turns make an excess of an order, the latter go into stock, but even this volume, all things considered, is low. Glass manufacturers for some years back have followed the rule of working on orders mighty close.

The Atlanta Glass Mfg. Co., Atlanta, Ga., has been organized for the purpose of manufacturing bottles and other specialties. F. J. Cooledge is at the head of the company.

China and glass sections of local department stores have been rather active of late, notwithstanding the vacation period is at its height. Seasonable merchandise is in very good request, especially light blown ware, summer drink specialties and associated items. Here and there a tendency prevails to put on special sales of glassware and such offerings have pulled into the departments a lot of new trade.

Inquiries are being received by the portable manufacturers about fall and holiday lines, also as to the situation as it relates to deliveries. The several points in the district featuring portables report their shops active on current business, and that orders for future delivery are accumulating rather rapidly.

Additional equipment is to be installed in the plant of the West Virginia Glass Manufacturing Co., Huntington

W. Va., which will increase the production of the shop about 30 per cent. The improvements will not be completed until late in the year, although extension contracts have just been awarded.

Two tanks at the plant of the Indiana Glass Co.'s plant at Dunkirk, Ind., have been placed in operation, this following the usual summer holiday, during which idle period a number of improvements were made to the factory.

Approach of the fall season is creating an increased demand for chimneys, so manufacturers of this line report. Several factories which have been idle for a considerable period have resumed operation.

James Deens, salesman for the D. E. McNicol Pottery Co., is working his way north from a southern trip, while Ed T. Smith, of the same office is now traveling in the central section.

W. E. Owen, who recently became associated with the sales department of the Potters Co-Operative Co., has returned home from a Pacific Coast trip, and is now spending a season on his ranch in the southwest.

J. W. Mackey, sales manager for the Smith, Phillips China Co., is traveling through Pennsylvania and York State with a complete line.

Macy Stock of 6 Million Offered to Investors

Formal offering of $6,000,000 of new $100 par value 7 per cent cumulative preferred stock of R. H. Macy & Co. was made last Wednesday at a price of $103.50 per share and accrued dividend. This is a part of the 10,000,000 of new preferred stock to be presently authorized and issued by the company in the course of capital readjustment, which also involves the authorization and issuance of 350,000 shares of no par value common stock. Lehman Brothers are bankers for the new issue. It was announced that it is the plan of the management to reserve a block of stock to be offered to members of the organization on a profit-sharing basis.

The preferred stock is redeemable, as a whole or in part, at $115 per share and accrued dividends. On or before Aug. 1, 1923, and annually thereafter, it is provided that out of the surplus and net earnings at least 3 per cent of the largest amount in par value of the preferred stock at any one time outstanding shall be acquired by the company by redemption or by purchase at not to exceed $115 a share and accrued dividends.

Application has been made to list both the preferred and common stocks on the New York Stock Exchange. The change in the capitalization of R. H. Macy & Co. will involve no change in the management, according to the announcement, the present executives, who have conducted the store since 1914, continuing to exercise control.

Jesse Isidor Straus, president of R. H. Macy & Co., in a letter to the bankers states that for the three years ended Jan. 18, 1922, the annual net sales were and, computed on the basis of 1922 Federal taxes, the annual net profits would have been as follows:

Year ended	Net sales	Net profit computed on basis of 1922 Fed. tax rates
Jan. 31, 1920	$35,828,515	$3,120,038
Jan. 29, 1921	44,527,221	2,418,604
Jan. 28, 1922	46,671,762	2,299,816

The average annual net profits for the three years ended Jan. 28, 1922, computed on the basis of 1922 Federal tax rates, would have been $2,612,819, about 3.73 times the annual dividend payments required on the total issue of $10,000,000 preferred stock.

Continuing, Mr. Straus's letter states: "Sales for the six months ended July 29, 1922, as certified, were $22,223,227, compared with $21,470,468 for the corresponding period in 1921. Approximate net profits before deduction for Federal income taxes for these six months in 1922 are estimated by the company at $1,499,000, compared with net profits before taxes of $1,283,270 for the corresponding period in 1921.

"The consolidated balance sheet of R. H. Macy & Co. as of Jan. 28, 1922, after giving effect to the recapitalization, shows net tangible assets of $18,931,722, excluding entirely the good-will account of $7,000,000, the agreed value utilized in 1914 for the purpose of adjusting a change in partnership interests. Net current assets will amount to $12,528,023, and alone are equivalent to 125 per cent of the entire preferred stock issue.

"The Macy organization had its beginning in 1858 when Rowland H. Macy started the business in a store about twenty feet wide and eighty feet deep on Sixth Avenue near Fourteenth Street, to deal in small wares and notions.

"Mr. Macy died in 1877, and Charles B. Webster, a relative, who had been trained by him, succeeded to the business. In 1888 Mr. Webster invited Isidor and Nathan Straus to become general partners. Under their guidance and due to their energy, the business grew greatly in volume. The Fourteenth Street store was repeatedly enlarged, but sufficient space was not to be had, and the neighborhood was undergoing a change. Therefore, in 1901 and 1902 the business was moved to its present site. Macy's move started the development of a new retail section of the city—one which for character of buildings, store, hotel, office, &c., and traffic facilities, no previous New York center had ever enjoyed, and as far as one can prophesy promises to remain the large retail section of the city for many years."

China Industry in Denmark

The Danish Porcelain Industry was fairly well employed during 1921, and there was some development of the practice of importing plain porcelain from Germany for decoration in this country, says a recent D. O. T. report. The manufacture of technical porcelain, particularly for electrical insulations of various kinds, was much developed duing the war, and would appear to be maintaining its position on the home market, and having some export. German competition was, however, much felt.

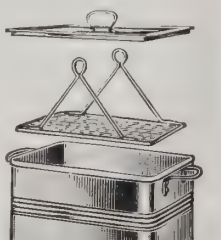
In the Household Utility Aisle

Some Practical Aids for Easier and Better Housekeeping—Time Savers and Labor Lightener That Appeal to Busy and Discriminating Housewives and Are Stocked by Progressive Merchants Who Are Alert to Supply What the Public Wants

By Beatrice Miller Wisner

Sturdy Aluminum Vegetable Cooker

One of the most practical and constantly used kitchen articles, for cooking vegetables, corn or for a combination roaster is the Vegetable Cooker, illustrated, manufactured by the Aluminum Cooking Utensil Co., New Kensington, Pa. This cooker is stamped from thick hard sheet aluminum, without seam or solder. The handles are made of the best tinned steel, as aluminum handles would become too hot. Aluminum rivets with large heads grip the handles, the heads are not sunk into the side, the side remains of uniform thickness, strong enough to hold the handle on firmly for years. The outside is polished, inside finished by a special process which makes it harder, smoother and less liable to be discolored by food or water containing alkali or iron, and more easily cleaned than would be possible if it were not so finished. All the aluminum ware manufactured by the above firm is made in the same sturdy way, the slogan "Wearever" which appears on every piece of Aluminum Cooking Utensil Company's goods has secured world wide reputation, because of the excellency of the product. Every utensil carries with it the firm's endorsement. Extensive advertising has heralded "Wearever" throughout every small town and city, and has wisely popularized this excellent and dependable aluminum ware. The firm will send on application a catalog which speaks in detail, of prices and sizes of every article manufactured by the concern.





Attractive Glass Fruit Knife

EVERY housewife will recognize the sanitary, attractive features, and usefulness of the Glass Fruit Knife, illustrated, from William Hodges & Co., Importers and Manufacturers, Philadelphia, Pa. It is an all-year article which meets the demand for readily and efficiently cutting fruit leaving no stain or blemish. This alone would commend it to the fastidious consumer, who is on the outlook for sanitation in table service or culinary devices. For the summer piazz where cooling beverages are being served, this daint glass knife is a most necessary accessory. It is especiall desirable for cutting lemons or oranges or any fruit whic contains more or less acid. The pepper mill illustrate is a dainty table or kitchen necessity, attractively mad with nickel frame and cut glass body. It is one of th most useful utilities on the market, having a deman throughout the year, and for the mistress of the kitche who prides herself on the correct seasoning of viands, serves the purpose to a nicety, for either culinary dining table service. The above concern will send catalog on request which comprises every culinary spe cialty desired for hotel, restaurant, kitchen and baker needs. This catalog is comprehensively and attractivel illustrated showing the price, number and features of th articles in detail. Excellency in make, design and e ficiency have marked the William Hodges & Company goods, creating a demand worthy of their equality.

"No-Not" a New Clothesline Device

An original clothesline adjuster is the "No-Not." Th is a new and substantial device which does away wi the knot which must of necessity be made in the line the end of the pulley line for the pulley, and is almo impossible to unfasten when wet. This very novel inve tion is made of cast aluminum which gives it gre strength and prevents it from rusting. It is so simp in operation that a small child can adjust it without di ficulty. The "No-Not" is one of the most useful litt household needs on the market, and is manufactured



F. E. Walker, Corona, N. Y., and distributed by t Merkham Trading Company, New York City.

A Practical Scouring Product

There is always a field for a good household cleani product that will effectually polish porcelain or met A new scouring article has been placed on the market the Ace Mfg. Co., Portland, Me. This is a perfe

eanser for porcelain and aluminum ware and for removing rust or discolorations from tin, copper, brass, eel knives and forks or other metal utilities. It is id to be non-poisonous and will not affect the hands scratch while polishing, an excellent feature when used highly finished surfaces.

namel Ware Tests by Bureau of Standards

Concerning the co-operative investigation of sheet el metals, as has been conducted by the United States ureau of Standards, the Federal Technical News Bulletin observes that the ware made during last month has en tested for resistance to impact, to attack by weak ids, and for resistance to thermal shock. Two methods ve been used for the latter test: (1) Heating of the tes filled with cold water over a bunsen flame and (2) peatedly quenching the ware which is heated at 175° C cold water. The results of the two methods of testing eck very well as to grading the ware for resistance to rmal shock. It has been found that the relation of the pansivities of the ground coat and cover enamel apparently is an important factor in the ability of the ware resist chipping of the enamel when subjected to thermal shock.

"The results indicate that with a given ground coat, failure of a cover enamel can be remedied by changing the composition of the cover enamel so as to give it a lower coefficient of expansion more nearly approaching that of the ground coat. Increasing the expansivity of the ground coat to correspond with that of the cover coat also appears to eliminate the defect of chipping of the ware under sudden heating and cooling.

"Specimens of the sixteen ground coats and cover enamels have been prepared for expansivity tests and the coefficients of expansion of these enamels are now being determined.

"Since the strength of the enamel is an important factor in its ability to withstand impact and thermal shock, considerable work has been done during the month on the preparation of specimens of the various enamels for compression tests. While there are many difficulties in preparing cylinders of enamel ¾ in. in thickness free from gas bubbles, it is believed that a suitable method has been found.

Some of the laboratory results are now being checked at the plant of the cooperating manufacturer and as soon as the testing of the ware and enamels has been completed at the bureau, the manufacturers' representative will return here for further work in the investigation."

Specific Declarations Required Shipments to Canada

Unless the Shippers' Export Declarations are made out correctly and completely, the U. S. Customs Authorities, at points of export, refuse to permit express shipments, destined to points in Canada, to pass through. Efforts to improve the service on this traffic have been handicapped accordingly, and the cooperation of shippers in eliminating this trouble is being solicited by the American Railway Express Company.

The Customs authorities require that the declarations, which are made out by shippers themselves, be specific and complete. The Government is not satisfied with a generality such as, "one box of merchandise" or "one bale of cotton goods." The information required must indicate clearly the nature of the commodity and the actual quantity contained in the shipment. For instance, it should be written "3 boxes, 345 yds. printed cotton cloth, value——." According to Customs regulations, the value quoted should be the actual cost or selling price, if the goods have already been sold. If shipped on consignment, before a sale has been made, the market value at the time of export in the U. S. port, at point of entry into Canada, should be made. Where the quantity of the goods is expressed in terms of weight, the net weight must be indicated in the proper column on the declaration. The Government authorities believe that shippers do not attach sufficient importance to the preparation of these Export Declarations, and that the work in many cases is left to clerks. Full directions are given on the back of the form, while additional information can be obtained at any express office. The U. S. Bureau of Foreign and Domestic Commerce, Washington, has issued an "export schedule," which goes into detail on shipping goods from this country to Canada, and can be obtained from that bureau, at five cents a copy.

Westmoreland Specialty Co.

Grapeville, Pa.



No. 1801
Long Stoppered
Cologne

Manufacturers of High Grade Glassware—Plain, Cut and Decorated—for Gift Shops, Florists and Table Use.

Representatives

New York
H. C. Gray Co.
200 Fifth Avenue

Philadelphia
Peacock & Roop
1007 Filbert Street

Boston
H. P. & H. F. Hunt
41 Pearl Street

Baltimore
L. S. Fiteman
404 W. Baltimore Street

San Francisco
Himmelstern Bros.
718 Mission Street

Dallas
D. D. Otstott, Inc.
Southland Hotel Building

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

Innovations in Japanese Lustre

In addition to a big and very attractive display of Noritakè dinnerware which includes a number of new and colorful designs, Morimura Bros., Inc., 53-57 West 23rd Street, are displaying on their import department floor a large number of new things in lustre wares. Emphasizing something unusual in fine Japanese porcelain these novelty wares comprising short sets, such as teas, coffees and a large assortment of fancy items, are displayed in a diversity of gay color effects. One very appealing number is in tan lustre with a black scenic design illuminated in gold, standing out on the lustrous ground in a quaint and charming silhouette effect. Another number is a graceful and very effective combination of tan lustre with broad contrasting bands of powder colors in harmonizing shades of orchid, purple, pink and grey. Most unusual is a "Lavalliere" motif in black, blue grey and tan, while a very striking effect in contrast is a decoration of large oval medallions of bright flowers on a lustre black ground. Equally charming but utilizing the softer and more subtle pastel colorings is the "Orchid," the large center decoration using the orchid bloom in natural colors of pink, red, green and lavender with a broad band of small orchid flowers on a powdered ground. In the "Cloisonne" the rich effect of the colored inlay is particularly well achieved, the design consisting of alternating panels of small blue flowers and ornamental squares and the solid tan lustre with wide gold edge bands and handles. Boldly executed is the "Autumn Leaf" design, a delightful treatment consisting of large leaves in strong red and yellow tints on a lustre ground of mirror black. The new arrivals in consol sets are conspicuously beautiful and include a number of graceful shapes in bowls and candlesticks in cobalt with gold lace treatment, cobalt and tan, mother of pearl lustre with cobalt border, a striking number in mother of pearl lustre body with a leaf motif executed in grey and white on a coral ground and a plum blossom decoration in white on a cobalt, tan and lavender grounds.

On View at Guerin-Pouyat-Elite, Limited

A visit to the salesroom of this firm at 43-47 West 23rd street, will prove most interesting to every buyer. New samples just received from Limoges, show some entirely new ideas, most suitable for the American market, covering a wide range of prices. An up-to-date border chromo of Grey and Pink is most pleasing; some new gold incrustations, for which the firm has always been famous, are among decorations that will appeal to the discriminating purchaser. White china for decorating, an important department with the firm before the war, has been reinstated and some handsome shapes are shown. In "Baccarat Glassware" several new patterns have been received, and here are also shown most hand some treatments of Gold etching, in keeping with the ol reputation of the "Cristalleries de Baccarat." A revie of the concern's lines would not be complete without ref erence to the Lamp Dept. (Classique Lamp Studios showing a really handsome display of Electric Portable —Boudoir Lamps—and Desk lamps, in entirely new an practical designs. A visit to the establishment of Guerin Pouyat-Elite, Limited, will well repay the time spent i looking over their different lines.

New Creations in Libby Crystal

Art in colored and in cut, clear crystal glassware whic embodies distinction and novelty in many new shapes an decorated with new designs which reflect the highes achievements of the glass artisan, the new samples of big and pronouncedly beautiful line of ornamental an table glassware which has just been placed on displa at the salesroom of The Libby Glass Mfg. Co., Fifth Ave nue Bldg., in charge of K. P. Lockitt, is one of the out standing features of the market. A line of colored an engraved numbers in vases in large, medium and sma sizes is shown in ruby, cobalt, amber, violet, green an black glass, decorated with rock crystal cuttings in a num ber of charming floral patterns. The "Egyptian" line i black glass with a bold motif engraved in satin finis and forming a striking contrast to the black ground, is a charming as it is unique. In the "Gothic" a tasteful ge metrical pattern in the Gothic type consists of mitre cu ting in clear polished crystal on the black ground. Th "Silver Diamond" pattern is a delightful contrast mitre cutting with silver diamond border at top in 1 inc width and with a narrower border near the foot whic shows to remarkably good advantage in contrast wi the black glass of the body. These lines include the usu complete items in popular demand, such as odd flarin flower and fruit bowls, candlesticks tall footed comport etc. In table service glassware the new "Cherry Blo som" pattern, is attracting a great deal of attention. Th new design which utilizes the white blossoms and gracef leaves of the flower of that name, is unusually appealin and is obtainable in a full range of items which mat to provide a complete service in crystal. Equally love is a "Wistaria" design, while a new line at most attra tive prices is nicely engraved in a "Love Bird" desi and includes a diversified range of tableware such as jug nappies, vases, tumblers bowls, trays, etc. Three ne and distinctive bowls are also new arrivals, in "Na turtium," "Blue Bird" and "Tulip" engravings wi round and scalloped edges, all at very moderate pric In plates a splendid range of 11 designs is offered floral and period forms of rock crystal engraving, t items including soup plates, salad plates and service plat

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

THE effect of the railroad and coal strikes on general business is being reflected to some extent in the sales of china and glassware in the middlest. Most of the retailers as well as the wholesalers in his vicinity report business as "fair," but express the elief that the trade would be much more active if it were ot for the deadening effects of the rail and coal strikes n the general public, causing the closing of many facries, steel mills, machine shops and increasing unemployment, at the same time decreasing the buying power the public. However, this is a condition general outde of the crockery and glass trade and not the result of y interior disturbance, so the members of the local ade believe that with the passing of the two big national rikes there will be ushered in an era of prosperity.

A gathering of the officers and directors of the Gift rt Wares & Novelties Association of Chicago was held st week to sum up the work of the recent gift week settle outstanding financial matters and "clear the ck" for action on the Second Exhibit in 1923.

The Leiter Stores, one of Chicago's large low-priced dertment stores located on State Street, is opening a ousehold department this week which will occupy the tire fifth floor of the big Leiter Building. Maurice aufman, formerly with Albert Lurie Co., will be in arge of the new department. Crockery, glassware, ousefurnishings and appliances will be sold in this sec-on. The Leiter Stores occupy the old Seigel-Cooper tore building and the departments are leased to a group merchants.

E. M. Meder, factory representative, announced last eek the addition of two important factories to the list now represents. The new connections are the D. E. cNicol Pottery Co., East Liverpool, O., and the Conental Silver Co., New York. The complete "Conental" line will be shown by Mr. Meder in his display oms, 17 N. Wabash, and the specialties of the Mcicol line, such as mixing bowls, tea pots, baby plates, stre sets, etc., will also be shown.

Ernest Merrill of the New England Furniture & Rug o., Minneapolis, was in Chicago late last week on his ay to New York. He visited a number of the local hibit rooms and made several purchases before depart-g for the East.

The Haeger Potteries, Dundee, Ill., have recently ded some attractive lamp numbers to their regular line high glazed pottery. The lamp bases are in black and variety of colors and stand six and eight inches high. The black bases are unusually appealing to the buyer, coming in a variety of new designs and shapes. Samples are being displayed by W. C. Owen, Shops Bldg.

Ray J. Morgan, Inc., is the title of a new concern incorporated last week by a group of the associates of the late Mr. Morgan, who so successfully conducted a manufacturers' representation and importing business. The new company will continue the business as heretofore, representing, among other lines of kitchenware. The West Bend Aluminum Co. Offices and show rooms are located in the Hevworth Building and those interested in the company are Lois G. Morgan, Arnold Joerns and Elmer W. Aarch.

Members of the housefurnishings trade of Chicago were deeply moved upon learning of the death of Mrs. Myra Miller Gould, wife of Frank Gould, who for many years was president of L. Gould & Co., large Chicago manufacturers of woodenware.

Walter B. Andrews, Chicago representative for the Monongah Glass Co., with displays in the Atlas Block, is showing some new light cuttings in stemware and tumblers from the Monongah factory. One design is especcially interesting, consisting of simple floral and wreath pattern on a background of frosted cutting which gives a "hammered brass effect."

The International Washing Machine Co. was incorporated last week for $10,000 to deal in, manufacture and repair household electrical appliances. Offices have been opened at 426 S. Wabash Avenue.

The Danville Furniture Manufacturing Co., makers of furniture and lamps, was recently incorporated for $5,000 at Danville, Ill.

Association Meets to Speed Second Annual Exhibit

There will be a meeting on Thursday of this week of the members of the Glass, Pottery, Lamps and Housefurnishings Association of Chicago in the English Room of the Congress Hotel. At this meeting reports will be read on the progress and arrangements already made for publicity in connection with the Second Annual Exhibit to be held in Chicago. Committees have already been appointed and are busily at work on the plans and details of the big February Show. The number of rooms already reserved for the exhibit is very encouraging and indicates that the success of the last show will be duplicated or exceeded.

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Jackson Vitrified China Co.
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COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

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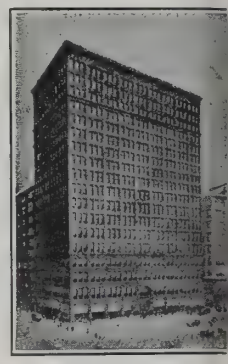
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THE McANULTY CO.
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E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
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Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
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Phone Har. 4258

Ira A. Jones Co.
17 North Wabash Avenue
Chicago

Announces

their removal from 17 North Wabash Avenue to more commodious quarters in

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the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
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Decorators of fine imported and domestic china. Monogram and design duplication a specialty.
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FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre. and hand painted china for gift shops and department stores.
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Phone Nevada 7046

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LUSTRES & METALLIC GLAZES
Vases, Bowls, Lamps, Comports, Candlesticks
THE N. O. CEDERBORG CO.
Chapman Block, Aurora, Ill.



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Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

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Wanted Assistant Buyer.

IN Glassware, Crockery, Enamelware, etc., etc., for large Jobbing concern in New Orleans. Only those with extensive Jobbing experience in these lines need apply. Excellent future. Mention age, experience, references and salary expected to start. China Palace Mercantile Co., New Orleans, La.

SITUATIONS WANTED

SALESMAN of 20 years' experience in the pottery, lamp and cut glass lines wishes to make a connection by August 1st for the south and middle west territory. Has a large acquaintance with department store buyers and jobbers. Box 192, care CROCKERY AND GLASS JOURNAL.

SALES REPRESENTATIVE, highly educated, a Go-Getter whose selling ability coupled with years of traveling experience and prepossessing personality is highly appreciated and productive, wishes connection with progressive firm marketing well known line of merchandise. Commission. Box 199, care CROCKERY AND GLASS JOURNAL.

Buyers in New York

(*Continued from page* 19)

R. Evans, china, housefurnishings, Adam & Co., Buffalo, N. Y., 16 West 39th St. (Asso. D. G. Corp.).

J. W. Alexander, dolls, toys, Alexander's, Charleston, Ill, York.

H. J. Hartley, housefurnishings, toys, J. M. Hartley & Son Co., 105 Grand St. (Jays & Co.).

H. T. Sieman, house furnishings, Herpolsheimer Co., 1,170 Broadway (Morgan & Ahrens), York.

J. O. Simpson, toys, Hudspath, D. G. Co., Greenville, Texas, Prince George.

Miss N. C. Lane, Toys, John Wilson & Co., Greenville, Mass., Prince George.

E. W. Merrill, housefurnishings, china, glass, toys, New England Furniture & Carpet Co., Minneapolis, Commodore.

R. M. Johnson, china, crockery, glassware, L. S. Donaldson Co., Minneapolis, Minn., C. E. Fisher, 240 Madison Ave. (Syndicate Trading Co.).

B. Stanley, toys, china, house furnishings, C. H. Smith Sons Co., Oil City, Pa., Pennsylvania.

D. Carter, toys, J. L. Bradeis & Sons, Omaha, 212 Fifth Ave.

A. L. Sullivan, china, lamp shades, Crews, Beggs D. G. Co., Pueblo, Col., 240 Madison Ave. (Syndicate Trading Co.).

J. W. Boston, housefurnishings, toys, Famous & Barr Co., St. Louis, 37 West 26th St. (E. M. Sostman).

F. W. Jantzen, toys, Mannheimer Bros., St. Paul, Minn., 200 Fifth Ave. (W. Floekher) Martinique.

Joseph Wohl, housefurnishings, toys, L. Wohl & Son, Tampa, Fla., 366 Fifth Ave. (Meyer, Barber & Bro.).

Miss H. Kruckman, gifts, Lasalle & Koch, Toledo, 225 Fifth Ave. (Retail Research Assn.).

Miss M. Nutler, lamp shades, Oppenheimer's Shop, Washington, D. C., Pennsylvania.

T. A. Keller, housefurnishings, glassware, china, toys, Denholm & McKay, Worcester, Mass., 240 Madison Ave. (Syndicate Trading Co.).

C. G. Klugler, toys, Morenberg & Co., Boston, McAlpin.

F. S. Carlson, housefurnishings, R. H. White Co., Boston, 432 Fourth Ave.

G. Thiebedeah, house furnishings, New Bedford D. G. Co., New Bedford, Mass., 404 Fourth Ave.

L. C. Scott, art goods, statues, Campbell's, Pittsburgh, care Dry Goods Union, 432 Fourth Ave.

Miss M. Badewitz, toys, china, glassware, Schaper Stores Co., St. Louis, 37 West 26th St.

M. Henry, china, glassware, A. Hertz, Terre Haute, Ind., Alfred Fantl, 116 West 32nd St.

E. Munroe, house furnishings, toys, china, Lion Store, Toledo, O., care T. Knott, 23 East 26th St.

F. Elivian, house furnishings, Jamison House Furnishing Co Trinidad, Col., McAlpin.

C. E. Sill, house furnishings, Rochut Co., Tyron, Pa., Pennsylvania.

Geo. H. Werlock, china and glassware. Geo. H. Werlock South Bend, Ind., Biltmore.

Thos. Truthaway, housefurnishings, china and lamps, Mc Williams, Wilkes-Barre, Pa., care Logan, 134 West 23rd St

Miss E. Lewis, art goods, C. F. Hovey Co., Boston, 200 Fifth Ave.

S. M. Averill, lamps, Jordan Marsh Co., Boston, 432 Fourth Ave.

T. Willis, gift shop goods, Wise Book Store, Greensboro, N. C. Pennsylvania.

M. J. Sullivan house furnishings, Brown, Thompson & Co. Hartford, Conn., 240 Madison Ave., (Syndicate Trading Co.)

W. H. Hitchcock, house furnishings, toys, glassware, Hager Bros., Lancaster, Pa., 404 Fourth Ave., (Dry Goods Alliance) Continental.

S. Pichard, toys, Burrows & Sanborn, Inc., Lynn Mass., Prince George.

H. Carroll, china, glassware, pottery, lamps, Burrows & Sanborn, Lynn, Mass., Prince George.

I. G. Hanley, gifts, Gamble-Desmond Co., New Haven, Conn. 432 Fourth Ave., (Dry Goods Union).

E. H. Roberts, house furnishings, china, Ed. Malley & Co. New Haven, Conn., 105 Grand (Jay & Co.) Park Ave.

W. Lavinder, house furnishings, Ames & Browning, Inc., Norfolk, Va., Breslin.

W. K. Cotterel, toys, china, glassware, house furnishings, C K. Whitner & Co., Reading, Pa., 404 Fourth Ave., (Dry Good Alliance) McAlpin.

J. F. Browne, house furnishings, J. Francis Brown, Thompsonville, Conn., Commodore.

B. E. Baldwin, art goods, L. A. Witherill Dept. Store, Syracuse, N. Y., Martinique.

Business Briefs

H. P. Kirkland, former manager of the Kirkland-Bond Co., Lorain, O., is planning to open a home furnishing store in the near future, having three locations under consideration.

Timothy Higgins has opened a housefurnishing and hardware store on Waverly Sq., Mt. Vernon, N. Y.

The Cury Department Store, Brooklyn, N. Y., has been incorporated with a capital of $15,000. The incorporators are C. B. and A. M. Cury and attorneys M. E. & S. S. Goldberg, 350 Broadway, New York.

Abe Goldstein and Max Chapman have purchased the B. Pred Department Store, Omaha, Neb.

The F. N. Joslin Co., Malden, Mass., has been incorporated as a department store with a capital of $250,000. The incorporators are Lawrence B. Lewis Reading; Everett L. Moore and Walter Barker of Malden.

The Booth & Bulkely Co., Bridgeport Conn., has been incorporated with a capital of $50,000 to conduct a crockery and glassware business. Incorporators, Wm. E Booth, Richard H. Bulkely and Edward K. Nicholson, all of Bridgeport.

Mrs. Charles Larsen, Manistee, Mich., has opened an Oriental Gift Shop at 297 Fourth Avenue.

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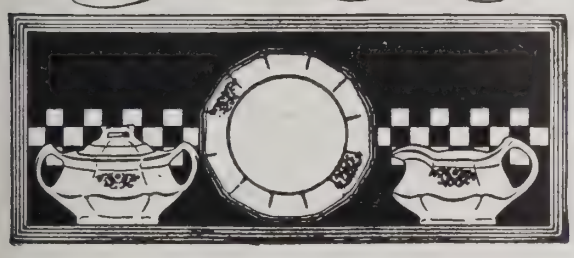
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Manufacturers of
Blown Lead Glassware
In Crystal and Colors

NEW YORK OFFICE, 240 FIFTH AVENUE
Representative, J. Duncan Dithridge
BOSTON OFFICE, ROOM 114, YOUNG'S HOTEL
Representative, Robert W. Corey

TRAVELING REPRESENTATIVES:
W. H. Duval Myric W. Bryce Harry C. Smallwood

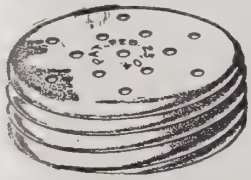
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FACTORY:
255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

7: Million of Mont., Ward & Co.'s Stock Sold

What is considered to be an important step in the gr wth and development of Montgomery Ward & Co., w taken a few days ago when a block of stock con- si ng of 75,000 shares of capital stock of the company w sold by the United Retail Stores Corporation to a sy dicate headed by the Guaranty Co., bankers. No pu lic offering of the stock is to be made, it is under- st d, as it has already been disposed of to members of th syndicate and individuals.

eorge Watley, treasurer of the United Retail Stores C oration, denied that it would have any important b ing on the operation of Montgomery Ward & Co., as he said the United Retail Stores Corporation did not have a controlling interest in that company.

Pottery and Glassware in Syria

A British Consular report from Beyrout states that an attempt made to revive the old Arab industry of glazed pottery has not been a success. The imports of glass-ware and crockery last year were as follows: From the United Kingdom, 66 cases; France, 619; U. S. A., 22; Italy, 256; Belgium, 2,249; Holland, 284; Austria, 4,184; Egypt and transit, 635; Germany, 961; other countries, 198.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, *Successors, 67-69 Irving Place, near 18th St.*
Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, *35-37 West 23d St.*
Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., *73 Barclay St.*
"The Dinnerware House of America."

L. D. BLOCH & CO., *37-41 East 18th St.*
Importers of China and Glass, Mfrs of Lamps, Shades and Novelties.

COPELAND SPODE CHINA AGENCY, *43 West 23rd St.*
Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., *14 Barclay St.*
English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., *135 Fifth Ave.*
Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, *43 Murray St.*
Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., *920 Broadway, corner 21st St.*

HAVILAND & CO., *11 East 36th St.*
The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, *52 Murray St.*
Ahrenfeldt French China.

MADDOCK & MILLER, *54 Murray St.*
Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, *Importers and Commission Merchants, 108 East 16th St.*
Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., *105-107 East 16th St.*
Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., *53-57 West 23d St.*
Japanese Goods.

LA PORCELAINE LIMOUSINE, *39-41 West 23rd St.*
Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., *184 Fifth Ave.*
King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co., Ltd., earthenware. Telephone, Gramercy 6626.

WM. S. PITCAIRN CORPORATION, *104 Fifth Ave.*
Grindley, Doulton. Furnival.

The Fifth Avenue Building



Uptown Headquarters
for the
Pottery Glass China Metal Goods and Housewares Trades

PAUL A. STRAUB & CO., *105-107 Fifth Ave.*
Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., *96 to 102 Church St.*
A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, *42, 44, 46 Warren and 116 Chambers Sts.*
Importers and Manufacturers.

TAIYO TRADING CO., Inc., *101 Fifth Ave.*
Successors to Takito, Ogawa & Co. and the Tajimi Co. Japanese and Chinese Goods. Catalogues upon application. Tel.—Stuyvesant 3823. Chicago Office, 327 West Madison St.

B. TOMBY, Inc., 9 East 47th St., *Representing:*
Royal Berlin, Royal Dresden, Lorenz Hutschenreuther, Koenigszelt, Paul Mueller, Royal Nymphenburg, Reinhold Schlegelmilch, Royal Karlsruhe Majolica.

JUSTIN THARAUD, *24 West 23d St.*
Sole agent for L'Union Ceramique, Limoges, France.
Myott, Son & Co., Hanley Staffs, England. Poszellanfabrik Fraureuth, Saxony. Telephone Gramercy 5150.

VOGT & DOSE, *65 Barclay St.*
Open stock dinnerware patterns. White China for decorating.

J. H. VENON, Inc., *104 Fifth Ave.*
Martin China, Limoges; Gustafsberg China and Earthenware, Sweden; Kosta Crystal, Sweden; Rorstrand China and Earthenware, Sweden.

KENNARD L. WEDGWOOD, *255 Fifth Ave., between 28th and 29th Sts.*
Josiah Wedgwood & Sons, Ltd. Telephone Madison Square 7429.

DOMESTIC GLASSWARE

BONITA ART CO., *Cox & Company, Representatives, 120 Fifth Ave.*
"The House of New Ideas." Cameo Etchings and Encrusted Coin Gold.

CAMBRIDGE (O.) GLASS CO., *New York Salesroom, 184 Fifth Avenue.*
Manufacturers "Nearcut" tableware, thin blown tumblers and stemware.

DIAMOND GLASSWARE CO., *Fredk. Skelton, Representative, 200 Fifth Ave.*
Colored and Iridescent Glassware.

ECONOMY TUMBLER CO., *Morgantown, W. Va. Cox & Co., Representatives, 120 Fifth Ave.*
Fine blown tumblers and stemware.

FOSTORIA GLASS CO., *141-147 Fifth Ave.*
Pressed and blown glassware. John Nixon, Representative.

GILLINDER & SONS, Inc., *224 Fifth Ave.*
Lighting glassware, glass specialties.

LANCASTER (O.) GLASS CO., *Fred Skelton, Representative, 200 Fifth Ave.*
Pressed ware, lamps, tumblers and novelties.

UNITED STATES GLASS CO., *Albemarle Bldg., 24th St. and Broadway.*
Pressed and blown glassware.

LAMPS, SHADES AND LIGHTING GLASSWARE

ARMOR BRONZE CO., *Factory, Garwood, N. J. Showrooms, 236 Fifth Ave. and 67-69 Irving Place.*
Manufacturers of metalized lamps, lighting fixtures, art objects, bookends, etc.

ESTABLISHED IN 1874

PHONE STUYVESANT 6052

Crockery and Glass Journal

The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

Published Every Thursday

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VOL. 95 — AUGUST 31, 1922 — No. 9

AS THE EDITOR SEES IT

IS POLITICS THE BELL COW?

THE above is not a humorous heading but a question about a sober fact. The business of the Nation is just now in a rather sorry plight. Industry, manufacturing and trade are doing particularly well but instead of taking a big forward stride toward prosperity, the country is on the brink of a calamity. There is a big shortage of coal and there is also a big shortage of cars to move the products of the soil and the products of manufactures. As the settlement of the coal strike today will prevent a greater calamity, the mere settlement will not make up for the five months' production which has been lost. And unless the rail strike is speedily settled and sufficient box cars are provided to move the crops promptly there will be a vast waste of foodstuffs. This year's crops are notably big and but a comparatively small percentage can be stored. This means that a good many farmers will not make even a small profit but must take a big loss. And their loss is business' loss, for not making any money they will have none to spend, and the country cannot be said to be prosperous unless the farmers are doing well.

THE tariff is also a factor of prosperity but relatively unimportant in comparison with the above two big basic needs. The tariff is now in the ice box of conference and with 2,057 amendments to discuss the bill is destined to remain for a considerable time on ice. When it is finally served to the public it will be doubtless attended to the substantial level of the old rates. But the result is not so important as the means by which it has been achieved. This brings us back to the beginning, to the question headed, Is Politics the Bell Cow? And the answer is, that to all intents and purposes politics is. As a bell cow leads all the rest of the herd, so does partisan politics lead business. It should not be so, the welfare of the country requires that it be not so, but unfortunately it is so. The coal strike, the rail strike, the tariff debacle and the bonus proposition are evidence enough that politics is the bell cow and the majority are awed to follow the few. The Congress and the Senate were created to represent the majority and not to dictate to them. But the structure of law and order built up on the principles which are the very foundation stones of the republic, are being undermined, as President Harding emphasized in his message to Congress a week or so ago.

BY the "rule or ruin" policy of the comparatively few members and officers of the unions involved in the strikes, the country is at the mercy of the minority to freeze or starve. In short, the few are injuring and threatening the health and life of the many and up to date no adequate method for the many to exert the power they possess has been found. And it is not likely to be found, although ways and means will doubtless be found to settle the coal and rail questions for the time being. But a temporary settlement invariably involves a compromise and nothing very stable is fashioned in this manner. The politician is now the bell cow. The majority—the voting citizens should dictate and not take any sort of legislation hand-out. And there is only one way to accomplish this. The citizen must not only vote but back up his opinions by letting his representatives in Washington know how he stands on national questions. To be efficient the government must have the whole hearted support of the people but as long as business men are apathetic and will not take the trouble to let their representatives know what they think, politics will remain the bell cow and the few will lead the many.

The Early Bird Catches the Worm

Prompt Collections Necessary in Retail Business to Keep Assets Liquid and Statement Mailed to Customers Early Are Paid First, Says Well Known Credit Man, Who Believes in Handling Book Accounts on Fixed System

ONE of the vital necessities of a retail business that is done largely on credit is the prompt collection of accounts receivable. The promptness, according to W. H. J. Taylor, credit manager for Franklin Simon & Co., means their conversion into liquid assets, whereas the failure to collect such accounts when due, because of loose methods, often leads to business embarrassments.

Receivables should always be kept in a liquid state, said Mr. Taylor recently, in order that they may be turned into cash promptly. To do this the credit man must see that all bills and statements are sent out promptly on the first of every month. It is the early bird that catches the worm, and bills and satements that are mailed early will often bring back the cash more quickly than those that are not. Many people have charge accounts in a number of shops and stores, and it is only reasonable to assume that they are likely to pay first the bills they receive first and let those received later in the month go over until the next month, if not longer.

Customers who are in the habit of letting their bills go unpaid for longer than sixty days should be apprised of the fact that they are not living up to the terms agreed upon at the time the application for the account was made, and which specified that bills were due and payable in thirty days. They should also have their attention drawn to the fact that a charge account is a convenience granted the customer by the store, and not a privilege.

Every store or shop that does business on a credit basis should have a regular fixed system, which should be known as the policy of the house. After this policy is thoroughly understood, the customer will know what to expect as to the length of time she may take in payment of her bills, and if the time agreed upon is not observed a stop should be placed on the account and no more goods charged until the amount due is paid. Should any purchase be made after the stop is placed on the account, the goods should be held at the store or shop, and the customer notified by telephone or letter that her purchases, made on that date, cannot be delivered as charged, because of the past due item, that must be paid before the goods can be sent. This is an excellent collection method, and nine times out of ten a check will be received and the goods delivered. It also helps to educate the customer on the policy of the house in relation to terms of payment.

Some customers have the habit of purchasing goods and then paying for them over a period of several months by sending in monthly payments on account. This virtually amounts to buying the goods on the instalment plan, and it is a practice that is frowned upon by all good shops and stores, especially in the case of new accounts. This practice is bad from the merchant's point of view, because it amounts to the customer's being allowed to dictate the terms of settlement, rather than sticking the agreement, made at the time the account was opene to pay in thirty days.

Another serious objection to permitting payments account is that it cheapens credit, and a third objecti may be said to affect the mechanical side of the shop store. It means sending out statements from month month, in addition to the original bill, and th naturally increases the amount and cost of boo keeping. If this practice were carried to exces no merchant could do business properly. He woul never know what his receipts for any one mont might be, and he would therefore be unable to gauge advance his allotments to his buyers. Such a conditi would soon be reflected in the stocks of merchandise, an both the customer and the merchant would suffer.

Still another hindrance to the prompt collection of a counts is overbuying; that is, when a customer is allowe through some error or oversight on the part of an autho izer, to purchase goods in excess of the amount set her limit by the credit office at the time the account wa opened. In cases of this kind, bills generally cannot b paid promptly because the customer hasn't the mone with which to settle in full when a bill falls due. Diplo matic handling of such cases, however, will generall straighten things out. The duty of the credit man i instances of this kind is tactfully to show the customer th serious possibilities of overbuying, and at the same tim to insist on more careful work on the part of the autho izers.

All accounts that are over sixty days old should b sent to the collection department to be properly place in the collection files and followed up either by a collecto telephone calls or letters until payment is received. Th collection department should be fully equipped with ever facility for promptly and efficiently handling delinquer accounts. Visible indexes are a great help to the collec tion manager, as they enable him to see at a glance th condition of a delinquent account and thus save con siderable time.

Any credit department that is not thoroughly systema tized is working at a great disadvantage, and is sure t show a considerable increase in the number of slow ac counts. Credit and collection managers should know a all times, in both percentage and amount, whether de linquent accounts are increasing or decreasing, and als if the investment in accounts receivable is growing large

Collections should be carefully watched from th standpoint of percentage by comparing the total outstand ings on the first of each month with the total outstanding of the same month of the year previous. This watc should be kept daily by the collection manager, and i

finds that the percentage is falling below the previous ear's level, he should speed up his collections by some nd of extra effort and endeavor to bring them up at ast to that level. Where collections are efficiently ndled there should be at least a turnover of the outandings of any one month every sixty days. In other ords, if the accounts receivable on July 1 amounted $1,000,000, that amount should be collected by Sept. Unless this can be done, there are too many slow-aying accounts being carried, which are unprofitable and hich, if uncollectible through the ordinary methods used the collection department, should be given to an atrney.

Business Men Like Free Zone Law

The adoption of an amendment to the tariff bill proding for the creation of a number of free trading zones the United States has been received with gratification nerally by business men and commercial organizations this city. It was freely predicted that the establishent of these free ports in New York, Philadelphia, San rancisco, New Orleans and elsewhere will prove of reat benefit in the development of foreign trade. If e House accepts the free zone amendment, which is ade up of the Jones free zone bill, a reform that has en advocated for years will have been brought about. The resulting advantages of the free zone system are mmarized as follows:

(1) The facility of receiving, rehandling, repacking d reshipping imported goods without the loss of time d the expense of the present obligatory customs inspecon.

(2) The elimination of the necessity for application r drawbacks on re-exported foreign merchandise with l the attendant annoyances, and as well the necessity bonding such goods as are to remain in storage pendg removal.

(3) The opportunity for assembling goods destined for port and into which imported raw materials enter rgely, avoiding all annoyance with respect to bonded ctories and drawbacks.

(4) The upbuilding of a port or ports for the free exange or transshipment of cargoes or part cargoes, this creasing the tonnage of the port or ports having such ne, adding materially to the business of the port in pplying the additional ships, their repairs, etc., adding nerally to the shipping of the nation and finding a payg outlet for the vast tonnage now under the American g.

A free port or free zone is a place, limited in extent, at differs from adjacent territory in being exempt from e customs laws as affecting goods destined for re-exrt; it means, simply, that as regards customs duties ere is freedom until imported goods enter the domestic arket. A free zone may be defined as an isolated, enosed and policed area in or adjacent to a port of eny without resident population, furnished with e necessary facilities for loading and unloading, for pplying fuel and ships' stores, for storing goods and for reshipping them by land and water; an area within which goods may be landed, stored, mixed, blended, repacked, manufactured and reshipped without payment of duties and without the intervention of customs officials.

Australian Comments on Business Situation.

T. S. Carlyon of Melbourne, Australia, who is in New York on business, declares that the great topic of interest in the United States seems to be the improved condition of the commercial world.

Australia was so far away from the scene of the war that she did not get more than the ripples resulting from the wave of depression that followed the great struggle, and consequently, now that the war is over, we do not notice a great change in economic conditions, said Mr. Carlyon, who is at the Hotel Pennsylvania.

Here you look for prosperity during the coming year on account of the wonderful wheat crops. The country around Melbourne is noted for its wheat, and this year they have perhaps the best crops in years. One problem which we have to face at home, as you do here, is that the young men do not realize the wonderful opportunities offered by ranching and farm life. With enormous tracts of land laid off in farms and ranches, and with every facility for raising wheat and sheep, the young men flock to the cities. This, of course, makes farm labor scarce and must of necessity reduce the quantity of production. Australia has a population of about 6,000,000 people and the greater portion of these live in the towns.

In the size of cities and the buildings there is a great difference between this country and Australia. For instance, the largest hotel in Australia has only 450 rooms. Australia is out of the beaten path of tourists and travelers and so does not have the transient population which is the reason for such immense hotels in the cities of this country.

How's Business?

Business continues to show great irregularity, due of course to the uncertainty caused by the coal and rail strikes which have slowed down trade and industry to a very great extent. Building and allied industries lead in activity and it has been estimated that building contracts awarded for residential erection amounts to 3 billion of dollars and an equivalent amount has been awarded for business buildings and factories. In its weekly survey of business Bradstreet's reports that while state of trade is irregular, a trend toward higher costs of operation is visible.

In the East

In New York there is little change in the character of buying in the wholesale crockery and glass ware market and while at this season real business is just beginning to be resumed, not much activity is looked for until after Labor Day. From present indications it appears that buying is likely to continue on the "small purchase and repeat order" basis for a long time to come. The wholesale trade is spotty, retail trade fair and collections fair

to good. Boston reports that wholesale and retail trade is quiet, but manufacturing and industry fairly active. In Philadelphia wholesale and retail trade and manufacturing are quiet and collections poor. Pittsburgh reports that few coal mines have resumed operation and production of steel is handicapped by scarcity of fuel. Department store trade compares favorable with last year but is called quiet. In Buffalo the street car strike continues, retail trade is more quiet but building is more active.

In the West

In Chicago the strike has slowed down all business, steel production formerly on 60 per cent production basis is now down to 45 and scarcity of box cars is hampering distribution of grain. Mail order business has increased but low prices for agricultural products create uncertainty as to future purchasing power of agricultural sections. Retail trade is up to the average and collections are fair. Cleveland reports business as spotty, retail trade as fair and collections slow. In Detroit wholesale trade is fair with good indications for active fall trade but retail trade is dull. Manufacturing is busy but Ford will close plant middle of September if unable to procure coal. Present production 5,000 cars a day and shut down of Ford plants will throw 105,000 out of work. Kansas City reports that hot weather and strikes has slowed down trade, which is now quiet but crop prospects are good and collections fair. In St. Louis business is only fair and bargain sales are stimulating retail buying, crop prospects good and collections fair. Milwaukee reports that manufacturing and industry are holding their own despite the strikes, crop prospects are good and collections fair. In Omaha trade is only fair and collections slow.

In the South

In Baltimore manufacturing is less active and shutdown imminent for lack of fuel, but building continues active and retail trade compares favorable with last year. Charleston reports that cotton crop of state is 72% of last year, trade is quiet but manufacturing active and collections fair. In New Orleans general business is a little better but crop prospects are only fair and collections remain slow. Fort Worth reports that business is holding its own and compares favorably with that of last year. In Galveston retail trade in all lines is quiet but collections show improvement.

On the Pacific Coast

In San Francisco weather continues to favor fruit crops and prospects are good but retail trade is quiet and collections slow. Portland, Ore., reports that trade, industry and collections are fair. In Seattle the rail strike has retarded lumber shipments, trade is fair and mail-order houses report increase in sales, salmon pack is large, labor well employed and collections improved.

American Toy Sales 100 Million Mark Last Year

In 1914, according to the census returns, there were 290 establishments in the United States manufacturing toys and games, with an aggregate capital of $10,483,843 and a total of 8,902 persons engaged in the industry.

The retail value of the toy production in 1913 w probably not less than $20,000,000, in contrast to whi a recent bulletin of the Toy Manufacturers' Associati of the United States estimates the sales of toys during t last year at $100,000,000.

U. S. China Exports for June

Domestic exports of china and porcelain for the mor of June show, according to figures compiled by the D partment of Commerce, a considerable increase in qua tity and value from the figures of May. The increa in the value of exports of table, toilet and kitchenwa exclusive of sanitary and chemical wares, is $10,0 The figures for the month of June just published follo

Domestic Exports of China and Porcelain from the Unit States by Countries

Countries	Table, Toilet or Kitchen Ware Pounds	Dollars	*Other China Porcelain Wa Pounds	Dolla
France	121	200	....	..
Germany	580	313	....	..
Italy	....	....	4	
Malta, Gozo & Cyprus Is.	217	128	....	..
Spain	496	655	....	..
Sweden	....	....	1,000	2,1
Switzerland	....	....	....	..
England	60	204	40	
Ireland	....	....	35	
Canada—				
Maritime Provinces	3,419	816	82	
Quebec & Ontario	25,328	5,263	11,541	3,4
Prairie Provinces	1,635	276	1,282	4
British Columbia & Yukon	783	352	1,427	3
British Honduras	440	64	49	
Costa Rica	....	....	180	
Guatemala	1,627	557	....	..
Panama	404	292	26	
Salvador	90	15	....	..
Mexico	6,096	2,038	2,893	9
Newfoundland & Labrador	695	112	90	
Bermuda	739	385	....	..
Barbados	3,379	975	....	..
Trinadad & Tobago	123	88	....	..
Other British West Indies	543	55	563	1
Cuba	5,971	993	1,387	5
Dominican Republic	1,100	143	....	..
Haiti	....	....	97	
Virgin Islands of U. S.	115	20	111	
Brazil	....	....	80	1
Columbia	1,418	525	....	..
Ecuador	112	32	....	..
British Guiana	....	....	176	
Venezuela	253	99	....	..
China	60	25	78	1
Chosen	....	....	60	
Japan	13	36	16	1
Philippine Islands	230	373	80	
French Oceania	180	27	....	..
Total	56,227	15,061	21,297	8,8

* Not including electrical porcelain.

Washington Store Inaugurates New Instal ment Plan

Young married couples may now secure their enti housefurnishings on an easy deferred payment plan the department store of Woodward & Lothrop, Washin ton, D. C., with which I. E. Fronani is associated as buy of the china and glassware departments, and M. Hum buyer of housefurnishings. The new plan has been p in operation to enable all who desire to establish hom to do so through the convenience of the partial payme plan. This has proven very satisfactory and has stim lated sales to a considerable degree for the store. Me

handise including furniture, lamps, china and housefurnishings are sold on an initial cash payment of twenty per cent of the total purchase. The balance, plus six per cent interest per annum, is payable in ten equal monthly payments. This plan is based on the purchase of one hundred dollars or more.

Neat folders, such as might appeal to the taste of young married couples, are sent out to them explaining the deferred payment plan whereby they may equip their homes with good furniture at the outset and not have to do as many do, buying a temporary set of housefurnishings at the beginning with hopes of later discarding it and buying permanent furnishings.

The payments are so arranged that the customer does not have to pay a total net interest on the deferred payments of more than six per cent. In order that the young bride might easily understand just what the store is driving at, the problem is done in simple arithmetic and can be easily understood.

No interest is charged on the initial purchase payment, and the method of setting forth clearly just how easily the furniture can be purchaesd and the ease in arriving at what each monthly payment will be if the purchaser buys more than $100 worth is declared to be a great inducement to young brides and husbands to buy their entire purchases at one place and one time.

The plan of deferred payment is also made on purchases of individual articles such as washing machines, refrigerators, fireless cookers, kitchen cabinets, etc., where the price is more than $100, or in cases of where the price is less than $100, except that payments are to be completed within five months.

Planning for Foreign Sales

Orders for American specialties come so easily and unexpectedly at times that occasionally the American manufacturer does not apply to the development of his foreign trade that same consideration that has been responsible for the growth of his domestic business. After concentrating on domestic sales plans and programs for years he welcomes foreign orders that come without sales efforts or sales expense, regardless of the bearing they may have on the future of his export business. The order coming unexpectedly and without sales effort may temporarily blind the manufacturer to the possibilities of the foreign market and he is often more concerned with some question of detail than with the determination of a sales policy which would embrace all details and assure their being harmonious. There is no fixed rule for exporting except the rule of fair profits over a long period of time. Selling through a commission house may be best for one manufacturer in a certain country, and opening a branch house may be best for another manufacturer in another country or in the same country. It is all a question of net profit over a long term of years.

Sales Policy Necessary

The all-important consideration in entering the export field is the adoption of a sales policy which can be adhered to from beginning to end, and the subsequent working out of a sales program for the different countries or territories along the lines laid down. A policy worked out in advance assures an orderly development. The lack of such plans frequently results in the manufacturer being unable to develop his business beyond a certain point, because agreements which he has made and contracts which he has signed, while perfectly good in themselves, run counter to other features of his sales plan.

A manufacturer might feel that a $5,000 order from Barranquilla was deserving of the agency for Colombia, and he might accept the order on that basis, only to find a little later, when he wished to send a salesman to Central America and the West Indies, that he could not do so profitably, because he had given to another the right to work the most productive piece of territory in the salesman's itinerary.

On the other hand, he might lose an opportunity to sell goods in New Zealand by refusing to give an agency there, when if he had a sales program carefully worked out he would know that he could not, in the orderly development of his business, reach New Zealand for at least six or seven years.

Mistakes like these have been made and are being made, and yet they might easily be avoided if the manufacturer applied to the development of his export trade the same foresight and common sense that he applied in earlier years to the development of his domestic business.

U. S. Standard Bottle Test

The Glass Containers Association and the United States Bureau of Standards are conducting an exhaustive study relative to standard specifications for milk bottles, reports that it has been thought that the washing and sterilization process is largely responsible for the short life of milk bottles in service. In order to determine, if possible, the importance of this factor, investigation has been made of the effect of sterilization as carried out commercially.

A set of new milk bottles was run though the washing machine of a local milk distibuting company and then brought to the bureau for examination. Since the ordinary life of a milk bottle is reported to be 30 trips, the bottles were treated 30 times, being cooled to room temperature after each washing. A microscopic examination of the surface of these bottles before and after treatment failed to show any change of apparent significance.

It has been found in the course of previous work at the bureau on this same general subject that small amounts of absorbed moisture will be driven out by heating to 250° C, and that the elimination of the moisture in this way will be accompanied by a breaking up of a thin superficial layer of the glass.

This test when made on the milk bottles that had been through the washing and sterilization process 30 times, as stated above, gave negative results. It is of interest to note in this connection that a series of tests recently made at the Chicago laboratories of the Glass Containers Association on the strength of bottles before and after similar treatment showed no decrease of strength.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

IT will be a surprise to many of his friends in the trade to learn that M. Takagi, with the Taiyo Trading Co., has resigned his position with the firm, to take effect September 16th, to go in business for himself. Mr. Takagi has been in charge of the concern's commercial department for several years and has been with the firm altogether for the past nine years. Before coming to New York, he was connected with the company's Chicago branch office. He expects to locate in the china and glassware district, but has made no further announcement of his plans.

Ernest W. Merrill, buyer of china, glassware and housefurnishings, for the New England Furniture & Carpet Co., Minneapolis, Minn., and C. L. Harris, secretary of the concern, who have been in the market for ten days placing orders, leave for home today (Thursday). Both gentlemen are enthusiastic over business in their territory and with their store in particular; in fact, owing to the stress of business, Mr. Merrill had to postpone his visit here for three weeks. Mr. Harris bases his optimism for future business for the North West, on the excellent crops. He said that farmers were beginning to turn their crops into money and that they would have plenty to spend this fall and winter.

"Lou" Carter, buyer for N. Snellenberg & Co., Philadelphia, spent Tuesday and Wednesday of this week making the rounds of the New York wholesalers. This was his first visit to the local market since his recent arrival home from Europe.

W. S. George, head of the W. S. George Pottery Co., accompanied by his son Robert, is spending this week in New York. The former is dividing his time between business and pleasure. He dropped in for a visit with his New York representative, H. Benedikt to discuss local conditions.

After finishing up placing his orders, Herbert C. Logan, china, glassware and housefurnishing buyer for the L. S. Donaldson Co., Minneapolis, who has been in the market for the past three weeks buying for his fall and holiday requirements, left for home on Wednesday. Mr. Logan who has made a splendid success of his departments, says that his business in housefurnishings at present is running ahead of china and glass ware sales; however, with the demand for gifts, etc., for the holiday season, he expects the latter departments to take a spurt forward.

Bernhard Wicke, sales manager for Cox & Company, started his annual fall fishing excursions last Saturday and his friends are anticipating some startling fish stories. Mr. Wicke said he would greatly miss his "partner in hard luck," Otto Jaeger, head of the Bonita Art Glass Co., Wheeling, who is too busy at the factory this year to accompany him.

Grace Webster, H. Benedikt's efficient secretary, came back on Monday of this week with renewed energy, after spending a delightful two weeks' vacation in Bermuda.

Victor G. Wicke, the well known glass manufacturer and head of the Imperial Glass Co., Belleaire, O., who has been touring Europe for the past three months, is a passenger aboard the President Roosevelt due to arrive in New York today (Thursday).

Henry Shirley and Chas. Levy, travelers for Maddock & Miller, Inc., left on Sunday for trips through their territories in the West and South respectively.

W. S. George to Build Hospital in Memory of Wife and Mother

At the annual United Presbyterian conference, recently held at New Wilmington, Pa., W. S. George, the well known Pottery manufacturer of East Palestine, O., thrilled the session with his generous donation of $50,000 to build a hospital in the far-away land of Abyssinia.

Dr. Tom Lambie, who spoke at the meeting, went into Abyssinia as a medical missionary when the church took over that mission field and found the most dire need for a hospital. Because the New World Movement of the church bars drives for funds at the present, Dr. Lambie's situation seemed discouraging, when Mr. George arose unsolicited and made his princely offer to give the amount needed to build the institution. Mr. George takes a deep interest in missionary work and on a recent trip to Egypt to the field occupied by his church in this line of activity became deeply interested in the good work being carried on there.

Slick Accepts McKelvey Co. Buyership

After completing the buying for the opening on October 15, of "Abramsons," a department store at Flushing L. I., Robert M. Slick, formerly buyer for the "Palais Royal," Washington, D. C., who, as stated in last week's issue had engaged as buyer of the first mentioned store resigned his position with the firm this week, in favor of accepting the buyership for the G. M. McKelvey Co. Youngstown, O., where he will have charge of the china, glassware, housefurnishings, silverware and luggage departments. He left for Youngstown on Wednesday an

will assume charge of his duties at once. He succeeds W. L. Brenn, who has been appointed buyer for the Alms & Doepke Co., Cincinnati, O.

Wright to Buy for the Dimond Co.

It was announced this week that Richard M. Wright, who has been assistant buyer for Lee Schoenthal at Gimbel Bros., New York store, for the past several months, and who formerly was buyer for a number of years for the D. H. Holmes Co., New Orleans, La., had been engaged as buyer for the Dimond Co., Providence, R. I. He resigns his position with the Gimbel store on September 1, and will go directly to Providence

Edmondson Warrin Moves Uptown

This week will complete the removal of Edmondson Warrin, the well known decorator of china and glass, to his spacious and handsome new decorating studios, offices and salesroom, at 43-45 West 13th Street. The various branches of the business have been in process of removal for the past month, which has been accomplished without cessation in operation of any of the departments. The formal opening of the new quarters will take place on Tuesday, September 5, when the trade will have an opportunity of inspecting the new place, which undoubtedly ranks as the finest plant of its character in this country.

Eugene Blum Goes With Wm. G. Mueller, Inc.

An announcement of particular interest this week, came from the firm of William G. Mueller, Inc., 49 West Twenty-third Street, American agents for Henrich & Co., to the effect that Eugene Blum, one of the trade's best known salesmen, had associated himself with the firm as traveling representative. Mr. Blum, who is well known and well liked in the trade, had been for several years, up to the time of his engagement by the Mueller firm, connected with Mitchell Woodbury & Co., Boston, as traveling salesman in the West, and last January when Robert W. Corey resigned, he was also given the latter's territory in the East, as well. Prior to this, Mr. Blum was with Burley & Tyrell, Chicago, as western traveler. At that time he was associated with Mr. Mueller, who was buyer for the concern, as well as with Karl Lichard another member of the Mueller firm, who was head of the Burley & Tyrell accounting department. Mr. Blum is also entirely familiar with the Henrich line, as it was Burley & Tyrell who put the line on the map in this country. Hence, altogether, the new association will seem like old times to all concerned. Mr. Blum will cover the west for the Mueller concern and is now preparing his samples to leave on his initial trip in about ten days.

Buyers in New York

AUGUST 24, 1922

W. H. Parker, gift shop novelties, pottery, J. F. Parker & Son, Danville, Va., Prince George.

W. K. Cotterel, housefurnishings, C. K. Whitner & Co., Reading, Pa., 404 Fourth Ave., (D. G. Alliance).

J. S. Williams, housefurnishings, toys, Joske Bros. Co., San Antonio, 352 Fourth Ave., (Kirby, Block & Fisher) Prince George.

Miss R. McLoughlin, gift shop goods, LaSalle & Koch Co., Toledo, O., 225 Fifth Ave., (Retail Research Ass'n.).

W. Planky, housefurnishings, toys, Geo. E. Stifel Co., Wheeling, W. Va., 120 West 32nd St., (A. Fantl).

E. Hansen, toys, Montgomery Ward & Co., Chicago, 309 Sixth Ave.

M. H. Jahn, housefurnishing, toys, Mattin & Noyot, Gloversville, N. Y., McAlpin.

Albert Robinson, art metal, Robeck Co., Ltd., Montreal, Canada, McAlpin.

J. F. E. David, housefurnishings, Callender, McAuslan & Troup, Providence, 240 Madison Ave.

Paul Bater, housefurnishings, Strawbridge & Clothier, 230 Fifth Ave.

H. Mayesky, glassware, Geo. R. Taylor Co., Gregorian.

AUGUST 25, 1922

S. Clark, housefurnishings, J. M. High, Atlanta, 116 West 32nd St., care Alfred Fantl.

J. L. Haines, china, glassware, John J. Haines, Augusta, Ga., Martinique.

Mrs. K. Vedder, gift shop goods, A. Harris & Co., Dallas, Tex., care Merchandise Representing Co., 23 East 26th St.

F. Zug, housefurnishings, Kaufman's, Harrisburg, Pa., McAlpin.

B. Mehlman, housefurnishings, Cohen Bros., Jacksonville, Fla., care Alfred Fantl, 116 West 32nd St.

A. Reese, housefurnishings, Eclipse Bargain Store, Massillon, O., Alcazar.

E. W. Merrin, china, glassware, silver, toys, New England Co., Minneapolis, Commodore.

A. L. Bleier, housefurnishings, F. J. McAllister & Sons, New Kensington, Pa., 200 Fifth Ave.

Miss B. Bleming, lamps, A. Bussanger, housewares, china, Miss Walker, china, cut glass, Jos. Horne Co., Pittsburgh 225 Fifth Ave.

J. G. Levy, housefurnishings, Dreyfus Dry Goods Co., Shreveport, La., Pennsylvania.

Mrs. E. Nimirick, gift shop goods, J. F. Stampfer Co., Dubuque, Ia., McAlpin

C. E. Spaeth, glassware, silverware, Emporium, St. Paul, Martinique.

H. Gay, china, glassware, housefurnishings, Hunter-Tuppen Co., Syracuse, N. Y., Broztell.

B. Singer, lamps, Lasalle & Koch, Toledo, 225 Fifth Ave., (Retail Research Ass'n).

AUGUST 26, 1922

Mrs. Martha Knight, art goods, lamps, Hunter-Tuppin Co., Syracuse, N. Y., Prince George.

O. P. Tromemel, housefurnishings, Terryville Variety Store, Terryville, Conn., 122 West 61st St.

Miss Baldwin, housefurnishings, T. Eaton Co., Toronto, Canada, 45 East 17th, Commodore.

W. Plankay, housefurnishings, Geo. F. Stifel Co., Wheeling, W. Va., 120 West 32nd St. (A. Fantl).

AUGUST 28, 1922

B. W. Mountjoy, housefurnishings, china, glassware, L. S. Ayres Co., Indianapolis, 225 Fifth Ave.

H. C. Logan, housefurnishings, china, L. S. Donaldson Co., 240 Madison Ave.

E. R. Hardage, china, glassware, silverware, Popular Dry Goods Co., El Paso, Texas, 352 Fourth Ave. (Kirby, Block & Fisher).

C. Hensen, housefurnishings, toys, Efroymson & Wolf, Indianapolis, 120 West 32nd St. (A. Fantl).

AUGUST 30, 1922

E. H. Roberts, housefurnishings, Ed. Malley Co., New Haven, Conn., 105 Grand St.

J. F. O'Brien, housefurnishings, T. Reynolds, toys, Cohen Co., Inc., Richmond, Va., 1150 Broadway.

C. Hansen, housefurnishings, toys, Pettis D. G. Co., Indianapolis, 240 Madison Ave.

D. Utterson, toys, Efroymson & Wolf, Indianapolis, 120 West 32nd St. (A. Fantl).

J. B. Powrie, toys, china, Caster-Knott D. G. Co., Nashville, Tenn., 23 East 26th St. (W. T. Knott).

H. E. Claus, housefurnishing goods, china, toys, L. A. Witherill, Syracuse, N. Y., Martinique.

E. B. Austin, china and glassware, Austin & Co., Battle Creek, Mich., Algonquin.

E. C. McLogan, china and glassware, McLogan & Austin, Flint, Mich., Algonquin.

Announcing

the opening of our Decorating Studios at

43-45 West 13th Street
New York City

Telephone Watkins 4367

A cordial invitation is extended to the trade to visit our showroom on and after September 5th, 1922.

EDMONDSON WARRIN

Decorator of China and Glass

Tableware Stemware
Novelties



A popular moderately priced pattern for *immediate delivery* in *Dinnersets* and *Open Stock* from the well-known factory of

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Selb, Bavaria

Also a number of other patterns.

William G. Mueller, Inc.

SOLE AGENTS

49-51 West 23rd Street New York
(Entire Fifth Floor)

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

MAIL orders received by the pottery manufacturers in this district during the last fortnight indicate that many buyers have begun to anticipate fall and holiday requirements. Many manufacturers have suggested to the trade that with the ultimate adjustment of the rail strike, there is bound to be a rush of business that will tax the capacity of most all of the plants, especially those featuring the department store trade. During the holiday rush in former years, the buyer who put in his requirements in advance is the one who received deliveries. Those who were late coming into the market got their merchandise after the rush of the season. While manufacturers want to accommodate their trade, there must be co-operation on the part of the buyers to accomplish it.

The annual outing of the employes of the Potters Co-operative Co., was held at Eagleton's Glen, 15 miles north of here on the Lisbon-Salem intercounty Highway Monday. Following the noon meal, Lester A. McNicol, sales manager for this firm addressed the employes on co-operation.

Samuel B. Larkin, general manager of the National China Co., Salineville, O., accompanied by Mrs. Larkin, has returned home from a motor trip through York State.

Following a business trip through the west, A. J. Strikow, treasurer and general manager of the Hopewell (Va.) China Corporation, has returned to the plant.

Gus H. Bub, former buyer of china and glass for the Argent stores, St. Louis, and the W. L. Milner Co., Toledo, but now buyer of housefurnishings, china, glass, lamps, toys and luggage for Lebeck Bros., Nashville, Tenn., has been spending several days in the local and Pittsburgh district. "I'm getting down to fighting trim," Mr. Bub declared, in explaining his reduction in weight.

"I cannot but help feel that we will have a big business this fall," said Thomas Darragh, general manager of the Cartwright Bros. pottery. "Everything points to such a situation. Our mail orders are increasing, and inquiries for merchandise are more numerous than for several months."

The Albright China Co., operating plants at Carrollton and Scio, O., did not feel the recent coal strike, as the company owns a mine in Carroll county which it kept in operation and supplied the two shops with fuel. About 90 bushels were trucked to and used by the Carrollton shop, and car lots were later shipped to the Scio pottery.

According to reports received here during the last few days. The American China Products Co., headed by Walter Luttringhaus, will erect an 18-kiln plant at Valparaiso, Ind., during the next year.

Noah A. Frederick, former head of the old Globe Pottery Co., before it was acquired by the T. A. McNicol Pottery Co., now past four score years, was the oldest person to attend the Fredericktown Homecoming, held near here Thursday of last week. The little community was named after the father of Mr. Frederick, who founded the village.

The Sebring Pottery Co., has started excavation for its new plant to be erected near Sebring, O., under the name of the Crescent China Co. There will be no tunnel kilns in this pottery, as was previously announced. The shop is expected to be ready for operation within the next nine months.

The plant of the Illinois China Co., Lincoln, Ill., is being reconstructed, following damage by fire, and it is expected that it will be ready to be placed in operation within the next two or three months. Former employes of the firm are being used in the rebuilding of the shop.

Plans of the employes of the Taylor, Smith & Taylor Co., to have an outing this season, have been abandoned. A seasonable date could not be agreed upon.

According to the tariff bill, as enacted by the Senate, the duty on imported clays, such as are used in the pottery industry has been advanced.

William C. Lynch, sales manager for the Taylor, Smith & Taylor Co., who has been spending a season in the East on business, is due to return to the home office early next week.

A Government report just received here on general conditions in the pottery industry, as it relates to 1919-1920 contains this salient statement: "Notwithstanding the great demand and the large value of the output, the potters had many handicaps, chief among which were the shortage of fuel, especially in the Ohio Valley, and the shortage of materials from lack of transportation, both causes of considerable loss in production, and it was well toward the middle of 1920 before anything like normal conditions of fuel and transportation were restored.

"The refusal of operatives to work full time and the

consequent decrease in output per man were further handicaps which it was impossible to overcome.

"There were no general strikes in the industry, but the few that occurred were sufficient to cause considerable loss in production."

The report also shows that for the fiscal year of 1919-1920 Ohio stood first in the production of whiteware, with a record of $18,664,031 with 101 firms reporting, with West Virginia second, having produced $6,328,887 among 19 firms reporting.

Manufacturers Refuse Pottery Workers Wage Demands

Initial and revised demands for an increase in wages, presented to the Labor Committee of the United States Potters' Association by the Conference Committee of the National Brotherhood of Operative Potters were refused absolutely by the representatives of the manufacturers during a three-day discussion at the Hotel Statler, Cleveland, O., which ended Saturday afternoon, August 26. This action was discounted by the CROCKERY AND GLASS JOURNAL as late as four weeks ago.

The first demand the Brotherhood made upon the manufacturers was for the restoration of the two decreases in the wage scale which became operative August and November, 1921, or 17½ per cent advance over the present wage scale. By granting this demand, the manufacturers would then be paying the war-peak wage scale.

Flat refusal to consider this demand, resulted in the representatives of the Brotherhood going into secret conference, and when the next joint session was held, a modified demand was made, that the last reduction in wages of approximately 7½ per cent. be restored.

"Grant us this request and we will wipe all other demands from the slate," was the word the Labor Committee of the Potters' Association received from the Brotherhood side of the conference table.

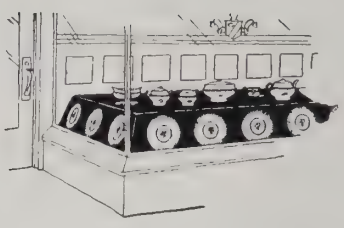
"The closeness of the present selling list, the condition of business so far as the trade as a whole is concerned will not permit us to grant any increase in wages whatever," came from the Labor Committee. Then the representatives of the Brotherhood were told that the manufacturers sought no decrease in wages, and that the Labor Committee stood ready to renew the existing wage agreement for another fiscal term.

With the subject of wages then disposed of, the joint conference then delved into the merits of other demands, which had to do with working conditions, such as the eight-hour day, Saturday half-holiday and paying of employes at noon on Saturday. Such demands as these were also refused by the representatives of the manufacturers.

Discussion of other demands from the operatives resulted in a few of them being granted.

The Brotherhood, however, late this week will take a referendum vote of the trade on the two questions, whether the National officers will sign up the present agreement, plus amendments as agreed upon at the

(*Continued on page* 30)



A window display is always good advertising. And Syracuse China lends itself admirably to an attractive showing. All Syracuse China patterns are beautiful and distinctive.

You will find many good talking points for Syracuse China. Aside from its beauty of appearance, it is unusually durable. It is made to give good service, under constant and hard usage. It will not break easily. It resists the unsightly nicks and cracks that so soon mar china of an inferior grade. And as all patterns are carried in open stock, any breakage can be replaced through you. This is a service your customers will appreciate.

The Pattern Illustrated is the Somerset

Onondaga Pottery Company

Syracuse, New York

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HERE IT IS!

We know you want our individual, economical

Sanitary Sugar Bowls

In 3 Sizes



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We guarantee these bowls as represented

Write for Catalog and Prices

The Sanitary Sugar Bowl Co.

Successors to Schoenheit & Pierce

Manufacturers

6230 Penn Ave., Pittsburgh, U. S. A.

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS manufacturers of this district, in making a close study of the tariff bill as recently passed by the Senate, hold the view that the pleadings the industry, which also includes the glass workers s not been in vain. The American Flint Glass Work-s' Union, through its officers have all along insisted that ery protection possible should be accorded those en-ged in the glass trade, and this contention has been sed in a large measure, upon the observation of Pres-nt William Clark, who a year ago made a very close sidy of the European glass industry. Manufacturers of tlbs have been given some protection, far more than is provided under the former bill as it prevailed during t: previous administration.

Robert G. West, manager of the local sample rooms o the Pittsburgh Lamp, Brass & Glass Co., who has been s:nding the summer in the wildwood near Tarentum, P., has returned with his family to his home in the East E d district.

Following a visit to the East Liverpool pottery district, C s Bub, buyer of glass for Lebeck Bros., Nashville, Tnn., spent a few days in the local market.

Salesmen who have been covering the eastern terri-t(y, report that the Ross Chain of stores will open an-o er branch, its eleventh, in Orange, N. J. The capital-iz:ion of this company was increased a few months ago t($1,500,000 for the purpose of providing funds for ex-te sion purposes.

The Fry Brass Band, which has been a leading feature o the annual banquets of the Western Glass & Pottery Association, has been a busy organization this summer. It has played many engagements during the last few months, and a number of future dates remain to be filled.

Credit managers of glass factories hereabouts are pl ased with the word coming out of West Virginia from th buyers in that state. The termination of the coal st ke has, it is reported, sent 55,000 men back to em-ployment, and within a few weeks this will have a big ef ct in cash sales. A slight increase in the demand for gl sware from West Virginia buyers is noticeable, al-th gh this increase is spread over a rather broad area. Wholesale distributors in the Charleston district are op-ti stic concerning the future.

Demand for glass containers continues active. The U ted States Glass Co. has been exceptionally well favored with business on its entire line this season, practically every item in the line being in rather heavy request. As has been pointed out in the Journal previously, many factories featuring containers are entirely out of stock, operations running exceedingly close to orders. Considerable future container business is still said to be on the files of a number of plants.

At a recent meeting of the National Association of Window Glass Manufacturers, Ross C. Purdy, secretary of the American Ceramic Society, in an address urged that the manufacturers in the glass industry as a whole perfect organized research in the glass trade. Mr. Purdy pointed out the great need for such activity, and paused to comment upon results the generalware pottery trade has accomplished since greater attention has been given to research activity.

Manufacturers of glass bottles and their employes have reached an amicable agreement with reference to the wage scale which will be operative during the next fiscal year.

Orders for chimneys and lantern globes are a little more active just now than during any time during the summer. The approach of the fall season is the cause, distributors seemingly anticipating future requirements.

The Arkansas Glass Products, Van Buren, Ark., will resume operations at an early date under the name of the Van Buren Glass Co. A line of glass specialties will be featured.

The No. 3 plant of the Phoenix Glass Co., Monaca, Pa., has been placed in operation. The mould department is being increased, a new building now being erected for mould storage purposes.

The manufacturing of glass jars will be an added line to those of the West Virginia Glass Manufacturing Co., Huntington. Contracts have been awarded for the erection of additional factory extensions, and with these completed other equipment will be installed.

After months of preliminary effort, ground has finally been broken for the new plant of the Laramie Glass Specialty Co., at Laramie, Wyo. Several Ohio glass men are associated with this new corporation.

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchant Well Posted on the New Offerings Received From the Most Representative Sources

A Representative Showing of Bavarian China

Extensive in variety of patterns which include the most conservative border treatments and embrace scroll, festoon and spray effects, the complete lines of dinnerware from Heinrich & Co., on view at the salesroom of William G. Mueller, Inc., 49-51 West 23rd St., is a notable display of fine German wares. This well known "Crown, H. & Co.", dinnerware line is available in many open stock patterns for immediate delivery and is obtainable in ten artistic shapes, including such well moulded forms as Manchester, Imperial, Electra, De Luxe, palace, Derby and Lafayette. Among a group of four new types of decorations on the distinctive "Cavalier" shape samples of which have just been received, is a very effective number consisting of a festoon of pink and yellow roses, alternating with small blue medallions. In a medium narrow border pattern, an outstanding number consists of pale blue and brown lines with inset panels of pink and white flowers on a black ground, while a very attractive narrow border of about ¼ inch width, consists of a border of soft blue which serves as an admirable foil for bringing out the delicacy of groups of three pink roses. Contrasting with these three good looking patterns is a decoration of a classical form, cleverly combining the rich simplicity of a gold Grecian key border with a dainty wreath in bright blue, tan and black. From the Winterling factory a fine showing of the charming underglaze Blue Copenhagen, Meissen Blue Onion and a delightful treatment in blue fleur de lis in tea sets, trays, cake and chop plates and other items comprising the short line, are outstanding features which buyers will do well to look over. In tea sets, a number of decorations are shown which are decidedly out of the ordinary and a diversified line of china in the Dresden type in short sets and fancies and a spray pattern of pink roses in short sets, including cake plates, sugars, creams, cups and saucers, are conspicious values at attractively low prices. Quite unusual in china cereal sets is a 15 piece set consisting of 6 large and 6 small jars, oil and vinegar bottles and salt box, banded in gold and nicely lettered.

New Patterns in Fine Earthenware

Comprising considerable variety in design and in coloring the new samples of fine English earthenware from Myott Son & Co., recently received by Justin Tharaud, Inc., 24 West 23rd Street, are particularly appealing and should prove good sellers. Gay in color but softly blended is a Pheasant decoration, using the birds and a vase of flowers as the center decoration in pink, yellow and green. The medium wide border consists of sprays of wild roses tastefully combined with a floral scroll in gray and yellow, with a quaintly charming shoulder border of four leaf clover in green—alternating with brown ornamental intersections and finished with orange edge band. Possessing all the delicate charm of a pastel is scenic decoration in Japanese vein, consisting of a bridg and garden motif in soft pink and green with a distinc tive border in floral rococo effect. Stronger in colorin is a large spray center decoration in orchid, pink, yello and green, with border of pink flowers and gray leave on a grass green ground and finished with orange edg band. Another number also on the artistic "Louise shape consists of a ⅜ inch yellow band with inside poin outlining border in black, with narrow white wave lin border outside on a black ground and finished wit orange edge band.

A Strong Line of English Wares

Making a strong appeal to the discriminating buye of fine English china and earthenware, the display artisti cally arranged on the French gray tables and cabinets i the showroom of Percy N. Leyland, Inc., 184 Fifth Ave is an interesting feature of the local market. Prominen among the appealing numbers is the "Monmouth" em bossed ivory earthenware from Geo. Jones & Sons. Thi distinctive line may be obtained in open stock in all ivory charmingly embossed with vertical lines and gracefu panels. Other decorations in the same line consist of a underglaze center decoration in a basket of flowers i colors, with hair line border outlining the embossing executed in green and maroon with decorated knob and handles to match. Another delightful pattern is combination of green and purple hairline border, and very rich treatment combining the embossed pattern wit narrow gold shoulder and edge bands. Likewise in th "Crescent" line is a gay Bungalow pattern in strong co ors of blue, purple and red. This is an underglaze decora tion and hand decorated and consists of a simple flora motif as a center decoration, with a wreath border in pu ple and finished with a blue hair line spaced about ⅛ inc from the edge. In bone china four diversified treatment are conspicuously attractive. One shows a floral cente decoration in bright colors of red, purple and green, com bined with a shoulder festoon border of red and purpl flowers and green leaves, finished with a ½ inch borde of yellow with small panels of red and yellow roses. new arrival consists of a scroll border of ⅝ inch widtl The background is of pale yellow, checkered, throwin into relief the scroll in blue with scroll inserts of sma red and purple flowers in raised enamels. Dignified b colorful is a decoration in mauve with scroll border wit wreath medallions in which are yellow flowers enclose by a graceful wreath, with shoulder border of mau in artistic leaf design and finished with gold edge ban Also in bone china is an "Old English" floral spray pa tern in red, purple and green with hairline in blue ar fancy handles and knobs traced in gold. A very comple

(*Continued on page* 30)

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

ANNUAL August furniture sales no wunder way have been a stimulating featuring during the past week for the sale of all household equipment, including crockery, glassware, lamps and kitchen utensils. While all the big department stores and furniture stores go in to some extent for big August sales, it is the popular priced stores that make the biggest play on this special selling event, and these stores have reported a very satisfactory turnover during the past two weeks.

Wholesale trade in crockery and glassware on the Chicago market is being hampered by the continuation of the rail strike. Shipments are slow and the movement of quantity merchandise, especially prompt delivery orders, is becoming more than discouraging. It is not a matter of orders or demand, for the factory representatives and wholesalers report the demand as good, but the inability of the railroads to move the goods that is causing the discontentment in the trade.

A. G. Hallgren, 408 Garland Building, manufacturers agent, has secured the western representation for the Griffin Cho-Kr Co., manufacturers of the "Cho-Kr" ash trays. The makers of this tray claim that it is the only successful "snuffer" tray on the market, owing to several exclusive features fully covered by patent rights. The Cho-Kr trays are made of a variety of materials, including glass, pottery, and metal, in table trays and pedestal trays. The tapered open Cho-Kr hole is the feature that quickly extinguishes the cigarette without the aid of water. It serves as a quick means of eliminating the offensive odor of smoldering cirgarettes, and is claimed to be the only substantial improvement in ash-trays for over a century.

A. Takasu, importer of Japanese Porcelain ware, including tea sets, plates and fancy dishes, has opened a display room at 10 West Ontario Street, Chicago.

Second Chicago Exhibit to Surpass First Show

A report read before the meeting of the Chicago Glass, Pottery, Lamps and Housefurnishings Association at their regular meeting held at the Congress Hotel on Thursday of last week, indicated that more than one hundred applications for display rooms for the next Chicago Exhibit have already been received by Secretary Ira A. Jones from well known factories in all sections of the country. It is estimated by the officers of the association that these applications will take one-half of the available space in the Congress Hotel, leaving approximately one hundred and fifty rooms still available. It is now six months before the exhibit will open and the advanced applications for rooms is taken as a strong indication that the Second Chicago Exhibit will be even greater than the First, held last February. More than three hundred rooms were necessary at the last show to house all the exhibitors, and while the rooms at the Congress hotel are more spacious than those at the Morrison Hotel, where the last exhibit was held, it is likely that more than three hundred rooms will be necessary next February.

Twenty members of the Chicago Association were present at the business meeting last week. While the meeting was not large in attendance, it developed into one of the liveliest meetings from the point of discussions and suggestions, ever held by the association.

The question of holding the Chicago Show twice yearly instead of once was brought up, but after a short discussion the question was tabled for future attention.

Mr. Von Hagel, vice-president, presided over the meeting in the absence of John Bowman, President, who was out of the city on business.

One of the most interesting announcements of the meeting was that a letter had been received from the Government of Czecho-Slovakia requesting permission to exhibit glassware made in that country, at the next exhibit.

Report of the membership committee was read by E. M. Meder, chairman. Mr. Meder said letters to all exhibitors at the last show had gone out appealing to these concerns to become regular members of the Chicago association.

Discussion of the duties of the Finance Committee was the last business of the meeting prior to adjournment.

Business Briefs

The Walker Toy Store, Binghamton, N. Y., has been located at the same address for 61 years and Joseph Walker has taken A. J. Scofield into partnership. The firm will be known in future as Walker & Scofield and will add a wholesale department.

The Wickham-Branning Cut Glass Co., Scranton, Pa., has been dissolved by mutual consent, D. J. Branning retiring. Howard Wickham will continue the business under the name of the Wickham Cut Glass Co., and the factory which was partially destroyed by fire some months ago is now being rebuilt.

Fire of unknown origin recently damaged stock of the Penny Store, Centralia, Ill., to the extent of $55,000.

F. W. Woolworth Co. have opened a new store at Bangor, Me.

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GIFT SHOP & ART GOODS-DOLLS & TOYS

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W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Guernseyware, Room 562
COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
Dinnerware, Vitrified Hotel Cooking Ware and Tea Pots, plain and decorated.
Aluminum for special sales and high grade Cut Glass.
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CHINA COLORS
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THE HAEGER POTTERIES, Inc.
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THE PLACE TO BUY GLASSWARE

The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach the trade you want. Phone Wabash 860 for particulars.

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
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FOSTORIA GLASS CO.
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Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
Phone
Central 3497.



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VOLKMAN & CO.
3223 W. Lake St.

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

Here's a good business building card for sale at a little price.

Phone Wabash 860

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
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This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
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We are prepared to make immediate shipments.



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Note—Concerns wishing to secure space in this building for display purposes should apply to
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178 W. Jackson Blvd.
Phone Har. 4258

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Evanridge Pottery

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THE N. O. CEDERBORG CO.
Chapman Block, Aurora, Ill.



WANTED

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HELP WANTED

Wanted Assistant Buyer.

IN Glassware, Crockery, Enamelware, etc., etc., for large Jobbing concern in New Orleans. Only those with extensive Jobbing experience in these lines need apply. Excellent future. Mention age, experience, references and salary expected to start. China Palace Mercantile Co., New Orleans, La.

SITUATIONS WANTED

SALESMAN of 20 years' experience in the pottery, lamp and cut glass lines wishes to make a connection by August 1st for the south and middle west territory. Has a large acquaintance with department store buyers and jobbers. Box 192, care CROCKERY AND GLASS JOURNAL.

SALES REPRESENTATIVE, highly educated, a Go-Getter whose selling ability coupled with years of traveling experience and prepossessing personality is highly appreciated and productive, wishes connection with progressive firm marketing well known line of merchandise. Commission. Box 199, care CROCKERY AND GLASS JOURNAL.

What's New in the Market?

(*Continued from page 26*)

range of bone china service plates in old English decorations, paneled effects, gold border and full gold encrustations, octagon shapes in black with raised gold festoon decorations, etc., are displayed. From Wedgwood & Co. a very charming pattern is a black and tan, having a wide yellow shoulder band, outside of which is a narrower band of black ornaments on a white ground and finished with a very narrow border of white and black and gold edge line. Also on the "Richmond" shape is a wide band of faint blue in honeycomb pattern and on this ground is a running spray of pink and blue flowers with a checkered black and white border of ¼ inch width outside and finished with gold edge band. From the Newport Pottery is shown a variation of the Blue Willow, the same motif being executed in colors of red, blue and green. In the "Yang-tse" pattern a powdered blue border with medallions of red and yellow flowers is very appealing and "Chintz" underglaze decoration in which birds and flowers in bright colors appear on a delicate gray and blue figured ground, with center decoration of a basket of flowers in bright red and yellow is an unusual treatment in underglaze patterns.

Manufacturers Refuse Pottery Workers Wage

(*Continued from page 24*)

Cleveland conference, or "stand pat" upon the revised demand of a 7½ per cent. increase.

John T. Wood, president of the Brotherhood of Operative Potters, declared this week that it would require a two-thirds vote of the trade to "put over" the demand for the wage increase. Should the result of the vote favor the acceptance of the present agreement with amendments inserted, there will be no interruption in the industry, which takes in the generalware and china crafts.

Business Briefs

Ira Lee has opened a new 5, 10 and 25 cent store in Glens Falls, N. Y.

The Reliable Home Furnishing Co., Erie, Pa., are clearing ground for the erection of a modern fireproof building which will cost about $100,000.

Ray Hain, River Forest, Ill., has purchased property on Marengo Avenue, and will erect a modern store on the site.

The Union Hill Housefurnishing Co., 234 Bergenline Avenue, Union Hill, N. J., has been incorporated with a capital of $15,000. Incorporators are Max Nelson, A. Sanford, and Morris Leon, all of Union Hill.

Fire damaged the variety store of Joseph Robidoux, Artic, R. I., recently to the extent of $1,800, partly covered by insurance.

The Getzoff Co., New York, has been incorporated with a capital of $20,000 by L. Getzoff, D. Rosenberg and O. Snyder to conduct a glassware and china business. The attorney is A. W. Spencer, 32 Nassau St., New York City.

The Forget-Me-Not Gift Shop has been opened at 24 Main St., Flushing, N. Y., by G. H. Brown.

The S. S. Kresge Co., Lowell, Mass., has remodelled the Hildreth Bldg., at a cost of $120,000 and will occupy part of the ground floor, the other store being leased to the F. W. Woolworth Co.

The Golden Rule Department Store, Aberdeen, Wash., has been entirely remodelled and reopened for business.

Mrs. Florence L. Lee, Jamaica Plain, Mass., will shortly open a variety store.

John D. Wheeler, formerly of the firm of Sanford & Wheeler, West Reading, Conn., has purchased the Vance Variety Store, Lanbury, Conn. and has taken possession of the business.

The crockery store of Stephen Stockler, 5th Ave., Brooklyn, N. Y., was destroyed by fire recently.

A Correction

In the ad story "Five Good Ways to Say it in Type," in our August 3 issue, the name of the buyer for the Outlet Co., Providence, was given as Harry M. Hall. This was a typographical error and corrected the name should read Harry M. Hollander.

ESTABLISHED IN 1874

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The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

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AS THE EDITOR SEES IT

CLINCHING A SALE

CLOSING a sale is supposed to be the most difficult phase of selling, to require more effort and to bring into play more finesse than any other part e transaction. And the reason why this is so gen- ay considered more difficult and important than ap- ching the customer or showing the goods, is because i the last phase and nearest the profit end of the deal. ng is important but not more so than a tactful ap- ch, followed by adequate service and the intelligent tion of goods for display. In fact, it is comparatively s to clinch a sale by handling the transaction as a three- proposition—meeting the customer, showing enough s to create a strong desire for possession and con- ating on the selling points of the two or three shapes tterns which the customer likes best.

ONE of the most agreeable and successful salesmen I remember ever meeting once told me that "The aver- ustomers who come here seldom have a definite idea h they want. About all they know is the kind of ar- l needed. They know whether they want a dinner t, ea set, or a piece of cut glass or a lamp, but they r y mention any preference or describe any particu- r olor or pattern. So, I have to get them talking and al ng around and when they see enough of my stock, e usually tell me what they want without my asking a questions. Many of our customers are old pa- o and like to talk, but whether they like to talk or o ve always show plenty of merchandise and by lis- n g to the customer's comments we are always able f d something that suits them exactly."

THIS salesman has the right idea. He is a particularly good example of a top-notch salesman, for he possesses the outstanding qualifications for selling goods easily and selling service and satisfaction with the goods. One of his prominent qualifications is an agreeable personality. Another qualification is patience and a sincere desire to be of service in assisting customers to choose the goods which will prove the best value for any particular purpose.

IN other words this man handles his trade somewhat differently from the usual manner and while he does not, of course, sell everyone who comes into his department, he rarely fails to "tie a string" to one who departs without buying. And the way he does this is through his uniform good humor. He does not use any set phrase, but tells the customer that he is sorry he hasn't the goods she wants and expresses the wish that she will call again. By thus informing the customer that he is feeling all right about it and telling her that he was glad of an opportunity to show her something even if she did not buy, the customer goes away with a decidedly good impression of his salesmanship and with a very favorable opinion of the store. Practically all good and experienced sales people handle their customers in this way, but the inexperienced and inefficient invariably do not. And neglecting this point is one reason why many otherwise competet salespersons fail to reach the top-notch class.

CLINCHING a sale is more easily accomplished if enough goods have been shown to get the customer's interest and then stop showing goods and focus the interest on the articles which the customer shows prefer-

(*Continued on page* 34)

Picking the Best Employee for the Jo

Efficient Store Service to Customers Dependent Upon Proper Selection of Employes and Psycl logical Tests Are Now Used With Regular Employment Procedure—Here's How the Employment Manager of a New York Store Accomplished It

PROPER selection of employes constitutes one of the most important features of retailing today, when all store activities are directly or indirectly centered on the improvement of the service rendered to customers. While there is at present a large supply of labor to draw from, the demand for employes of the higher type still rules as strong as ever, according to the employment manager of R. H. Macy & Co., Inc.

"The question," he said, "now is no longer the getting of sufficient help, as it was only very recently, but one of proper selection. The chief aim is to get the right employe for the job.

"A great deal of theorizing has been done as to the proper methods of interviewing and choosing applicants, but, when all is said and done, the best method is to employ practical horse sense. There has recently been featured a certain method which is claimed to be flaw-proof when it comes to selecting the right person for the right job. I believe the contention is that certain physical and phrenological characteristics determine whether a person is best suited for a position as an executive or a bricklayer. This system takes into consideration facial ratios, the color of the eyes, shade of skin, shape of mouth, nose and chin, and a hundred and one different characteristics. To me, this is the sheerest kind of 'bunk.'

"In conjunction with our regular employment procedure we are using psychological tests. By the use of these we can eliminate with a degree of certainty the people who are really below normal; in other words, those who would prove most unsatisfactory in a department store where mental alertness is required. Up to the present time we have standardized tests for specific positions, such as cashiers, sales clerks, clerical workers, typists, stenographers, wagon helpers and drivers, to aid in the selection of our employes. Many other tests are still in an experimental stage, but those which we are using aid us to eliminate the unfit. However, in connection with all of these tests, we must continue to use practical horse sense.

"In fitting an applicant for a job we make every effort to give vocational guidance. Certain positions require certain qualifications, and unless we feel intuitively that the applicant is suited for the position and will be satisfied with the work we make no attempt to 'sell' it to him. The three most necessary qualifications for an applicant are good appearance, personality and intelligence. By appearance I mean general build, cleanliness and neatness. Nothing influences us more against an applicant than an unkempt appearance, stupid answers to questions and poor personal bearing when being interviewed. Overdressed men and women apply for positions and won why they are not accepted. A man will come into the fice, either overdressed or slovenly dressed, with a ci butt in one hand, the other hand in his pocket and his tilted back on his head. He wonders why we do not his application consideration and often becomes pee when we tell him, as tactfully as possible, that we h no vacancy for him. Do not get the impression that reject all applicants who have these personal charac istics. Once in a while one of this type may prov be good material and, if given the proper advice training, will develop into one of our best and most l employes.

"As an example of how we choose certain people certain positions we will suppose the employment m ager receives a requisition for saleswomen for the vei department. All the counters in this department rather high. The merchandise sold is difficult to ha and requires the greatest patience on the part of th handling it. In order to sell this particular kind of m chandise and to send the customer away thoroughly isfied, it is especially desirable for the salesperson to the veil over her face, so that the customer may ge idea as to how it will look when she wears it. Ha these considerations in mind, it is evident that this tion requres a tall grl of good address, endowed with tience, attractive features, a good complexion and manicured hands.

"After employes are hired by the employment de ment and put in touch with the training department, are sent to the department to which they have bee signed. There are certain employes in each depart in our organization who make up what is known as a ception Committee. The duties of this committee a introduce the new employes to their co-workers and s them the physical layout of the store. All new emp are under the wing of the Reception Committee fo first two days. After this committee has function great deal of responsibility then rests with the depart head. This responsibility, while it has lessened to a tain extent, due to the organization of our Reception mittee, is, nevertheless, something which should alw be borne in mind. I think the department heads are izing more and more every day just what their resp bilities are toward their subordinates. They are partic that their merchandise is salable, and of the best qual for the money, so why should they not be even more ticular that their employes render the best service i selling of this merchandise? It stands to reason th more attention given to the employe the greater th

of sales will be, of course, provided that the buyer good merchandising man. Department heads must do ionary work if they expect to get the best out of their loyes.

esides the efforts of the Reception Committee and department heads, the employment department con- s a careful follow-up of all new employes. The third after being hired the new employe is sent to the em- ment office to be interviewed by the person who ac- y employed him. At this interview each employe is tioned as to whether he is satisfied with his work and her the old employes in the department are treating fairly and courteously, and an effort is made to ob- the reaction a new employe received when welcomed e Reception Committee. There is also a second fol- up, which takes place two weeks after employment. is made in the department where the new employe s, and an expression of opinion as to the ability of mploye is secured from the department head.

e engaging of help is not the complete function of mployment department, which also acts as a clearing of labor between departments and makes next to sible a condition in which one department may be g off help while another department has requisitions r office. It is most important that the employment keep an accurate report of the performance and s of employes, and transfer those who are misplaced her positions for which they are better fitted by and temperament. We rely on department heads to n us of employes apparently misplaced. Just as care must be exercised in transferring persons from epartment to another as was taken in placing them they were first employed. Some applicants are orig- misplaced, and it is the duty of the employment ger to see that this state of affairs is remedied with last inconvenience to the department and the em- In the matter of transfers the question of pro- gures prominently. We are always on the lookout sirable employes to promote from one department other. It is our policy to fill all the worthwhile ons in our organization through transfer.

The English Pottery and Glass Trade

LTHOUGH the North Staffordshire potters are by no means busy, and despite the fact that there are still well over 6,000 pottery workers registered local unemployment exchanges as totally unem- , the reports would seem to indicate that there is e of a slightly better tone in the markets before ng, says the current issue of the Pottery Gazette land. Far more inquiries are coming in and there l reason to anticipate. The poor trade that has perienced for so many months past is not confined particular section of the pottery trade. The Long- oke, Hanley, and Burslem registrations are fairly n when one considers the number of factories com- within the respective areas. The popular Longton china trade, as well as the lower branches of the earthenware trade, which is more diffused throughout the Potteries, appear to be perhaps slightly more badly affected than the houses manufacturing the higher qualities of ware. This fact has, however, already been commented upon in previous reports under this heading. Amongst the non-associated houses there would appear to be a certain amount of price cutting, but it is hardly thought that this can have any palpable effect upon the concerted policy of the district as a whole, seeing that the output of the "independent" firms is, at the most, not sufficient to satisfy more than a very limited proportion of the demands upon the district, and only then in certain classes of pottery—often of the cheaper kinds. There is certainly no sign of a waning of solidarity amongst the federated houses, who are all apparently content to wait for the turn of the tide.

Glass Industry Reviving

A general consensus of opinion in commercial circles is that business is at length beginning to show signs of revival, and this is to some extent confirmed by the returns published weekly of the number of persons in receipt of unemployment pay. Concerning the glass industry, reports are somewhat conflicting. One or two branches are stated to be improving, but as regards others there is little change to be recorded. The engineers' strike has prevented the execution of this work, and, of course, held up the orders for machinery glass. Concerning other departments of the glass industry there is little change to chronicle. It is satisfactory to know that while in some districts the bottle-makers are only partially employed, yet taking the industry throughout the country as a whole, there are tangible evidences of an improvement, makers in South Yorkshire being apparently better employed than their competitors in other districts.

Competition from abroad is as severe as ever, and those engaged in the industry are wondering when the authorities will give their decision in respect to the application made some months ago under the Safeguarding of Industries Act. In the meantime the country is being flooded with foreign glass. One firm in a busy manufacturing town, which formerly made a fine display of British glass, gave up its window the other day to Belgian glass, but there was nothing to indicate this fact to the public beyond a tiny label on the foot of some of the articles. Many of the multiple shops are adding glassware to their stocks, and almost without exception this is of foreign origin. For the moment, at any rate, Japan would appear to have ceased as a competitor in the glass trade. Much of the glass which came from that country was of poor quality and far inferior to that coming from the Continent. High freights are responsible in great measure for the stopping of shipments from Japan, and this applies, of course, to other goods than glassware. Germany, taking advantage of the conditions of the exchanges, is sending large quantities of bottles, lamp chimneys and globes; but this cannot go on much longer. All

the signs are that the cost of production abroad will in time advance; but even then the manufacturers will be able to undersell the home producer, with his heavier charges of wages, rates and taxes, and the like. If manufacturers get relief under the Safeguarding of Industries Act, the margin will be none too large, and competition will still be experienced, though of less severity.

Orders reaching manufacturers at the present time are of a hand-to-mouth character, buyers only purchasing to replenish stocks. Shopkeepers have undoubtedly been heavily hit by the prevailing depression in trade, and cannot afford to lock up their capital in purchasing large quantities of goods which may lie on their hands for many months. Midland manufacturers are getting a fair share of orders for high-class tableware, and are more fortunately situated than some of their competitors in other districts.

British Exports and Imports

The foreign trade in British products for the month of June, 1922, shows a decrease in pottery exports to the United States compared with the figures for May, which is also a decrease from the figures for April. The complete list as compiled by the *Pottery Gazette* of England follows:

	Month Ended June 30. 1921	1922
	cwt.	
POTTERY:		
To Germany	2	32
" France	2,395	8,949
" U. S. A.	6,643	34,671
" Brazil	1,569	7,575
" Argentine Republic	6,189	14,283
" British South Africa	7,625	11,957
" British East Indies	7,120	15,515
" Australia	6,073	10,241
" New Zealand	2,431	5,950
" Canada	9,531	48,093
" Other Countries	37,731	128,864
Made up as follows:		
Porcelain, Chinaware, and Parian	567	1,415
*Jet, Rockingham, Samian and other Glazed Earthenware (except Terra-Cotta Ware)	26,157	55,782
†Stoneware and Terra-Cotta Ware and Unglazed Red Pottery, Brown and Yellow Ware	39,548	179,195
GLASS:		
Illuminating	381	416
§Domestic and Fancy	799	765
Bottles and Jars ....gross	12,513	28,651
IMPORTS OF CHINA, EARTHENWARE AND GLASS		
POTTERY:		
Porcelain, Chinaware, and Parian	697	782
All others	8,469	21,194
GLASS:		
Illuminating	3,777	10,088
§Domestic and Fancy	27,143	35,505
Bottles and Jars ....gross	85,693	105,121

* Including glazed terra cotta ware prior to 1922.
† Not including glazed terra cotta ware prior to 1922.
§ Including cooking utensils, table glassware, ornamental glassware.

RE-EXPORTS OF CHINA, EARTHENWARE AND GLASS		
POTTERY:		
Porcelain, Chinaware, and Parian	168	48
All other sorts	22	202
GLASS:		
†Domestic and Fancy	208	381
Bottles and Jars ....gross	340	419

† Including cooking utensils, table glassware, ornamental glassware.

German Production of Kitchen Wares

The German enameled, aluminum, and kitchen goods industry is at present fully occupied for months ahead, says Vice Consul John A. Scott, of Dresden. In taking vantage of the possibilities of production, however, manufacturers are handicapped by the lack of raw terial and unfavorable economic and transporta conditions.

How's Business?

With the ending of the soft and hard coal strikes the obvious strong tone in business apparent to all, th is a more confident feeling reflected in business cir during the current week. Uncertainties in many pr and about deliveries continue to show in irregula and Bradstreets' in its weekly survey of business ports that fall trade is appreciably larger at some markets and that a rally in retail trade seems due the mining regions, while the total of business failu for August show a turn for the better.

IN THE EAST

In New York trade prospects are brighter than a w ago and trade and industry may be summed up as f Business in crockery and glassware markets has b a bit slow, due to the season and strike conditi While retailers are continuing to buy largely for im diate needs, more activity is looked for in the immed future. Fruit and preserve glassware is at this wri the most active ware in the local market. Boston ports that business somewhat improved and that tr manufacturing and industry are fair. In Philadel retail trade is slow, industry quiet and collections b ward, but one toy jobber reports a steady demand retailers are beginning to place orders for Christ goods, but only small quantities of German goods now being delivered. Pittsburgh reports that dep ment store trade is about on a level with last year collections are slow. Buffalo reports that the st car strike is still on but that retail trade is slightly proved and collections are fair.

IN THE WEST

In Chicago there is a better feeling as fall trade gins to improve, retail sales are increasing in liberal ume, showing a small excess over last year and order houses are handling more merchandise. Cin nati reports that department stores are doing only a business and collections are slow. In Detroit the strike is slowing down manufacturing but practicall plants are still in full operation, although one big cern has temporarily laid off 6,000 men during the Building is fairly active and retail trade fair. Ka City reports that midsummer quiet prevails in most manufacturing is holding up well, with no noticeabl crease in unemployment, crops in good shape but lections still backward. In St. Louis improveme trade is shown with settlement of soft coal strike, ing making great strides, crops in good condition collections fair. Des Moines reports that business s little improvement but retail trade is being stimu by large attendance of "State Fair" visitors. In O cooler weather is helping business in wholesale an tail markets, manufacturing is fair and building tinues active but collections remain slow.

In the South

n Baltimore the fuel scarcity is menacing industry, inary labor is scarce. Business with the south is not at it should be, with some sections showing a falling of 50 per cent. Retail trade and collections continue a Chattanooga reports that retailers are still conduct- cut-price sales and trade is fair in volume but col- ions show no improvement. In Atlanta business is with fuel needs pressing. Birmingham reports that il trade is satisfactory, with merchants looking for- d with confidence to better business this fall, crops good shape and collections still slow. New Orleans orts that retail business is in healthy volume but turn- r is less than last year, factories are working full time r crops in fair shape.

On the Pacific Coast

n San Francisco strike is hampering the fruit crop ement and while retail trade in the city is fair, coun- merchants report trade as opening up satisfactory o fall but all report that stocks are reduced from nor- l. Portland, Ore., reports that retail trade is quiet, on pack smallest in several years, lumber active, and ections slow. In Seattle trade in general is fairly ve, season's salmon pack over four million cases, all mines now in operation, crops in good condition collections fair.

In Canadian Cities

Toronto wholesalers report a better demand and re- trade is fairly active, building active and crop pros- s good. Montreal reports that retail trade is fair, e numbers of American tourists are taxing hotels limit and collections are improved. In Winnipeg ness is steadily improving, harvest in full swing, ding more active and practically no unemployment.

Mexican Sales Campaigns by Mail

efore undertaking the expenditure of any consid- le sum of money in efforts to secure business in xico by mail, it would be well to consider carefully fact that business men of the Republic now find their ls flooded with advertising and soliciting matter from United States, with the result that they are slow to much attention even to letters which are really of in- st, says Consul Walter F. Boyle of San Luis Potosi. orrespondence should always be in Spanish, unless, n the cases of American or British houses, it is known English is used. Printed matter should always be panish, as even the firms qualified to receive com- nications in English handle the volume of their cor- ondence in Spanish, which all the foreign residents more or less fluently.

lexico is covered largely by traveling representatives American business houses, many of which have nches in the Republic. The trade is accustomed to buy n them and it is difficult to secure business by any aggressive method.

Exports of Glassware

Domestic Exports from the United States by Countries for June, 1922

Exports of glassware for the month of June show an increase in value over the month of May, the increase in table glassware amounting to $6,535, glass containers $5,381 and lamps and illuminating glassware (excepting globes and shades) $17,300. Figures for the month by countries follow:

Countries:	Table (bottles, vials and jars)	Table glass-ware	Lamp chimney lantern globes	*Lamps & other illuminating glass
Belgium	90	—	—	—
Denmark	124	—	—	—
France	198	—	—	23
Italy	—	—	—	86
Spain	77	—	—	139
Sweden	150	—	249	—
England	35,423	24,837	15	2,154
Scotland	875	1,316	—	817
Ireland	5	—	—	—
Yugoslavia, Albania, etc.	216	—	—	—
Canada—				
Maritime Provinces	2,800	480	118	115
Quebec and Ontario	48,837	14,923	3,382	15,641
Prairie Provinces	10,219	4,864	208	309
Brit. Col. and Yukon	20,076	400	9	857
British Honduras	142	401	69	—
Costa Rica	138	279	117	66
Guatemala	752	765	193	116
Honduras	743	677	134	74
Nicaragua	54	63	72	25
Panama	1,206	1,269	460	103
Salvador	—	22	72	170
Mexico	15,171	13,757	4,310	2,303
Miquelon & St. Pierre Is.	—	—	25	—
Newfoundland and Labrador	1,225	246	5	42
Bermuda	276	69	72	—
Barbados	67	—	112	—
Jamaica	749	—	157	533
Trinidad and Tobago	2	374	164	241
Other Brit. West Indies	41,071	153	442	274
Cuba	36,720	14,425	474	482
Dominican Republic	608	784	352	378
Dutch West Indies	19	57	159	164
French West Indies	—	4	50	122
Haiti	49	148	151	108
Virgin Islands of U. S.	101	90	—	28
Argentina	2,014	10,464	63	612
Bolivia	20	—	120	—
Brazil	187	282	418	—
Chile	181	64	271	—
Colombia	996	5,998	252	1,632
Ecuador	30	—	534	—
British Guiana	—	56	33	36
Dutch Guiana	—	107	—	—
Peru	325	131	16	115
Uruguay	220	—	—	—
Venezuela	609	5,410	22	175
Aden	—	—	3	—
British India	1,631	72	6,751	75
Ceylon	75	—	18	—
Straits Settlements	852	—	50	—
China	2,883	719	1,595	—
Java and Madura	15	—	142	41
Other Dutch East Indies	70	122	—	190
Far Eastern Republic	—	12	—	—
Greece in Asia	286	—	—	—
Hejaz, Arabia, etc.	—	—	81	—
Japan	749	888	2,381	—
Philippine Islands	802	1,764	30	—
Australia	10,811	10,115	5,226	809
British Oceania	10	—	—	84
French Oceania	—	68	42	14
New Zealand	4,002	4,549	528	48
British West Africa	—	129	218	—
British South Africa	2,175	1,583	531	333
British East Africa	36	—	90	—
Egypt	478	—	31	—
Other French Africa	—	—	—	323
Portuguese East Africa	—	—	35	—
Other Portuguese Africa	—	—	10	—
Total	$247,640	$122,936	$31,162	$29,857

* Not including globes and shades.

Merchandising News from the Retail Stores

Sales Notes Which Show What Well Known Shops Are Doing to Promote Trade—Novelties and Short Sets Are Seasonable Features—Gift Shop Goods in Glass and Silver Well Displayed —Many Sales of Furnishings and Housewares and Lamps Now On

AT the 32nd street entrance of Gimbel Bros., there is a very attractive display of beautiful sconces, lamps and shades at popular prices, Lee Shoenthal, buyer for the lamp department, has shown excellent taste in this assemblage. One very decorative electric candle sconce, has a metal base and brackets adorned with crystal hanging prisms, priced at $21.50. The lamps comprise many colors and styles in beautiful decorations and trimmings. One yellow silk shade is adorned with heavy silk fringe, at $29.50, the lamp base to harmonize of yellow pottery at corresponding price, $29.50. Another shade is developed in red silk with trimming of gold lace and heavy silk fringe, priced at $45.00, the red pottery base with gold decoration at $55.00, still another blue, dome-shaped shade with blue, heavy silk fringe, metal base, at $27.50, and a very artistic tall reading lamp, with polychrome base, blue silk shade with rose lining adds to this delightful lamp window display.

In the basement department, housefurnishings division, of Bloomingdales, J. Hughes, buyer, there is a splendid showing of bathroom fixtures in white enamel and nickle plated finish; sponge racks, toothbrush holders, soap dishes, towel racks, and a new shower bath attachment which is being demonstrated. A full stock of baskets both imported and domestic show a complete assortment of pleasing weaves. Sewing baskets, hampers in all sizes and shapes, laundry baskets and a very fine make of fine weaving in French fancy baskets in nests, trunk hampers at $3.25 and up, and numerous trays in nests of 4 and 5 and a large variety of florist's baskets are a few of this attractive collection. A very comprehensive line of bird cages, wicker and others with composition decoration, brass wire fenders, etc., occupy a large portion of the housefurnishings section.

In the housefurnishings division, sixth floor of Lord & Taylor's, G. E. Bourton, buyer, many household articles are housed in this department, a full line of white enameled "Kramer" tinware, lettered in gold, showing many useful articles; bread and flour boxes, canisters, and every culinary utility for household needs, infants' bathtubs, nursery refrigerators, etc., aluminum combination cookers, strainer, pot and cover, at $3.50; cake pans and saucepans, together with a large assortment of small aluminum articles at attractive prices; baskets, hampers, in a large variety, table mats and very useful garden baskets lined with red or green oilcloth, fitted with the necessary garden tools, fork, trowel, cord, knife, scissors, etc. These are most desirable baskets for lovers of garden work, and for carrying fresh-cut flowers are almost an indispensible utility. In the glassware section, closely adjoining the housefurnishing division, is a large display of oven-glass. Among the many items is a five-piece set at $5.00, comprising casserole, bread dish, pie plate and individuals. A full line of "Upressit" salt and pepper shakers are among the smaller articles which are enticing and useful for household equipment.

With the growing appreciation of garden furniture, there is a constant demand for this delightful form of outdoor adornment. The Erkins Studios, East 34th Street and Lexington Ave., have a most comprehensive collection of varied and curious designs; exquisitely modeled reproductions of old masters, and modern models, comprising lions, garden seats, pedestals for sundials, bird fonts, statues, cupids for fountains, and large images for more conspicuous decoration. These are most suitable for outdoor nooks, gardens, piazzas or for interiors, large hallways, or stair landings, and also for foyers, where the passer-by can be entertained and amused by these fine, ornate stoneware objects, bringing back something of European travel in reproductions from master hands.

A most attractive window is being featured by Ovington Bros., Edward O. Parker, buyer, displaying delightful English ware decorated with the artistic Pheasant design. The pheasant bird is displayed on the center of the plates and on the inside of the cups, with insert medallion for border in various colors. Unique handles adorn the vegetable dishes. This is a most extraordinary and colorful decoration and is one of the season's most popular patterns in open stock. Another window shows Minton ware, blue and white, candlesticks and floral centerpiece, the exquisite blue coloring of the border and the little white cupids supporting the stem of the candlestick and decorating the centerpiece with other figures, is a most unusual and pleasing piece of ceramic art. These windows are enticing the passer-by and holding the attention of the general public, who make window shopping a part of their pleasurable day.

In the basement near the 10th street subway entrance of John Wanamaker, L. J. Gasper, buyer of china and glassware, there is a fine display of imported tea sets; sugar bowl, creamer and teapot beautifully decorated with rose pattern and borders of rose festoons, and gold knobs all priced at $1.00 a set. Fine light glass stemware, and a special inducement in open stock dinner sets at $37.50

and $16.50, artistically decorated and banded with blue and gold, other sets showing medallion and gold effects are in this collection. On the same floor at the subway entrance, is an attractive collection of Chinese baskets, with Canton tassels decoration at very reasonable prices, and utility tin boxes painted in various designs in assorted colors.

New Lamp Shade Packages

The Bernard W. Cowen Corp. has introduced a new idea in the making of lamp shades. In package form, attached to a wire frame, are all the materials for the making of the illustrated lamp shade. Complete instructions and a list of all materials go with each. The exact amounts of silk, braid, trimmings, etc., are inclosed, allowing no waste. The most elaborate and the most simple designs are put in this form for selection and the uses of georgettes, taffetas, gold nets, tapestries, chiffon velvets and brocade silks are given for the various types. The range of models includes night lamp shades, shields, floor lamp shades, telephone screens and dolls, etc.

Revival of Trade Shown in Banks' Forecast

Evidence of returning business prosperity is shown in a survey by the National Bank of Commerce, based on recent reports of national banks to the Controller of the Currency. Recovery has been more marked in the cities than in rural communities.

"Banking prosperity, it is commonly assumed, bears a well defined relation to general business prosperity," the bank says. "A study of the condition of the banks of the country compared by geographical districts should therefore give some important indications of the relative position of the business cycle in different types of communities. The movement of certain items in the combined resource and liability statements of banks is indicative of the general condition of banking. Important among such items are loans and discounts, demand deposits and borrowings.

Loans and discounts significantly reflect bank assistance to the business community. When business is active, expanding loans and discounts are expected. It is obvious that in a credit economy such as our own a relatively large amount of bank assistance is needed when a relatively large volume of goods is being regularly produced and marketed. But it does not follow that loans are, or can be, reduced in proportion as business activity declines.

"The recent movement of loans and discounts would seem to indicate improving business conditions in some communities prior to the call of last March. For instance, loans for reserve city banks in the Pacific region have recovered considerably since last September, and slight improvement in cities in New England, the Middle West and the South can be read in the figures since the end of last year.

"It is a well recognized fact that there is a close correspondence between the deposits and loans of commercial banks. A loan to a costumer in most cases tends to swell his deposit account proportionately. In time of economic stress and readjustment it is not uncommon to find the relation ordinarily obtaining between deposits and loans considerably wrenched. After June, 1920, deposits began a considerable decline—a decline which has been greater than in the case of loans. Little difference between the progress of decline in city and country banks is observable though it is noteworthy among the country banks it began earlier and has been somewhat more consistent. In some districts among the city banks the recession has been interrupted by temporary recoveries, particularly in the Eastern district, which includes New York.

"No doubt this difference between city and country banks was largely due to the relatively greater activity of trade in cities, by which the flow of deposits tends to

(*Continued on page* 30)



Carney's Rose Sachet Bags

A beautiful Chiffon Bag filled with Rose Buds and Leaves

The delightful fragrance in this Rose Bag was produced after several years' experimenting—trying to produce a perfume for Sachets that is lasting.

Through a process of freezing this fragrance is developed, and will last from three to five years. This Rose Sachet makes a very acceptable Gift. Write for sample and prices.

CARNEY ART CO.
Butte, Montana

Mary Ann Cake Shell Pan



Patented Aug. 23, 1921

As a novelty, carried the country by storm; now, as standard equipment for home, hotel, restaurant kitchens, they're in demand everywhere. Sold to leading dealers in 45 states. National magazine advertising, beginning October 1, will reach every American home. Prepare to get your share of the big profits. Instant delivery. Send for prices.

MARY ANN MFG CO., Lancaster, Pa.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

APPEARING as though his all-summer vacation spent in Europe had been very beneficial to him. John Nixon, New York manager for the Fostoria Glass Co., returned to New York on Wednesday after motoring with his family from Montreal, Canada, where he arrived from his European trip on August 29. One of the genuine pleasures of his trip was a visit to the place where he was born at Longton, England. He visited France and some of the other countries on the continent, but spent most of his time in England.

Charles McCurry, housefurnishing buyer for Gimbel Bros., Philadelphia, was in town on Tuesday to watch the opening of the housefurnishing sale at the concern's New York store, which department is in charge of F. S. Hogg.

A passenger aboard the Noordam, which sailed for New York on Wednesday is Paul A. Straub, of the well known import business bearing his name. He has been away for the past three months conferring with the heads of the factories which he represents in this country and arranging for new lines, etc. He is expected here about September 16.

Miss E. O'Neil, assistant to E. F. Malone, buyer for the F. Vorenberg Co., Boston, was in town last week placing orders for the concern. She is one of the best posted women buyers in the business and is always a welcome visitor among the wholesalers here.

B. McManmon, buyer for Garbade Eiband & Co., Galveston, Texas, stopped off in New York for several days this week to place orders. He was on his way home from a vacation spent in New England on which he was accompanied by Mrs. McManmon.

John Postley of Chas. A. Postley & Son, is planning to display his line of housefurnishings next week in his usual room at the Hotel Adelphia, Philadelphia.

Returning aboard the Mauretania, from a two months' trip to Europe, on Saturday, L. S. Hinman, American manager for Theodore Haviland & Co., was at his desk at the concern's office in the Fifth Avenue Building, Tuesday, ready to cope with the work that had accumulated during his absence.

Chicago Ready for Annual Outing

"Pete Rinken's Party," or the "Annual Round-up and Rodeo For Good Fellows," will be held Sept. 15th-17th at the Boston Store Recreation Farm, Lake Buelah, Wis. The event is the outstanding social feature of the summer in the western trade. While the two day party is the annual outing of the Chicago trade, it is also a "free-for-all" open to members of the trade, both in the selling and buying branches throughout the country. Everybody is invited. That is a fact which Mr. Rinken, buyer for the Boston Store, wishes to make emphatic in all announcements concerning the party.

Here are the facts to remember concerning the party: The crowd will leave Chicago Friday evening, Sept. 15th, over the Soo Line from the Harrison Street Station, Harrison and Wells streets, at 6:30 P. M. (Chicago time). The train will be met at Muckwanago, Wis., by busses, which will land the crowd at Lake Buelah in time for a late supper. The train which will bring the party back to Chicago will arrive about 9:00 o'clock (Chicago time), Sunday evening, Sept. 17th.

Seventy-five attended Pete Rinken's Party last year, and all had a wonderful time. Everybody enjoys himself according to his inclination. The lake offers excellent boating, bathing and fishing. Mild athletics, not to strenuous for men not in regular training, form an important and amusing part of the program. A feature is the baseball game between sellers and buyers.

Mr. Rinken would like to be informed, at least forty-eight hours before the departure, as to the exact number going. Address him care the Boston Store, State and Madison streets, Chicago.

Cambridge Glass Co.'s Department Heads Dined by President Bennett

It is not often that one is privileged to enjoy a more delightful time than was had by the department heads and office staff of the Cambridge Glass Co., at a get-together dinner, given in their honor by President of the company, Arthur J. Bennett, on Saturday evening, August 19, according to A. G. Menzies, manager of the concern's New York office, who was numbered among the forty present at the affair.

The dinner was given at Bud's Barn, a well known clubhouse in Cambridge, where Mr. Bennett's daughter, Mrs. W. L. Orme, received the guests and presided over the dinner arrangements, with a graciousness that added greatly to the enjoyment of the occasion.

The guests arrived at 3 o'clock in the afternoon to the accompaniment of excellent music by the Cambridge Brass Band, which was arrayed in spotless new uniforms of white flannel.

Pitching quoits, horse shoes and a ball game furnished

plenty of amusement until 6 o'clock, when dinner was announced.

The delicious menu topped off by cigars and cigarettes was a feast fit for a king. The only feature missing for the complete enjoyment of the party was the presence of Mr. Bennett, who was unable to attend owing to his being in New Hampshire on his vacation.

Others present besides Mr. Menzies were: O. J. Mosser, factory manager; O. F. Mosser, factory manager; H. E. Bates, foreman selecting dept.; W. B. Johnson, glassmaker; E. C. Nordhaus, foreman engine room; J. C. Starr, foreman gas producers; R. T. Kimble, foreman mould shop; F. G. Rickey, foreman packing dept.; C. R. French, foreman open stock room; R. A. Ball, foreman chemical ware dept.; J. C. Powell, foreman cutting shop; G. R. Gregory, foreman decorated stock room; D. E. Martin, foreman etching and decorating dept.; C. B. Michaels, foreman grinding room; G. M. Smith, foreman shipping dept.; S. M. Blair, labor foreman; W. C. Conrath, foreman cooper dept.; H. S. Gander, supt. of coal mine; W. R. Schaum, foreman of engraving dept.; Wm. Wesley, blacksmith; H. H. Burt, bookkeeper; D. T. Dayton, billing dept.; W. T. O'Malley, paymaster; G. Roy Boyd, treasurer; W. C. McCartney, secretary; J. C. Kelly, factory superintendent; L. J. Pritchard; order dept.; W. L. Orme, vice-president. Office force: the Misses Luella Rickey, Thelma Caygill, Amanda Black, Winifred Emde, Margaret Kidde, Lillian Robbin, Jane Noble, Helen Mathews, Janet Frame, Mary McDermott, Alex. Menzies received for party.

A New Wrinkle from Billy Lynch

Billy Lynch, the popular representative of the Taylor, Smith & Taylor Co., East Liverpool, O., has distributed to his friends in the trade a new wrinkle in the form of a dinnerware price list. The list printed on heavy gray cardboard is in the form of a four page booklet stoutly cloth bound, gives the number of pieces and their sizes which compose the standard set compositions, in 112 pieces, 100 pieces, 66 pieces, 50 pieces, 42 pieces and short sets of 32 pieces. This is a handy data book for buyers and appeals to us as a particularly good presentment of information which retail customers are every day inquiring about. Instead of the salesman being required to enumerate all the items which compose any particular set, a glance at the printed list gives all the details of the various standard groupings and the customer is thus enabled to compare the items composing different sets and choose the one most suited to meet her requirements.

Ceramic Day at the Chemical Exposition

The American Ceramic Society has provided the program for one of the days during the National Exposition of Chemical Industries, held at Grand Central Palace, New York, September 11-16. This will be known as Ceramic Day and the date chosen is Friday, September 15.

President Frand H. Riddle will appear on the opening program of the Exposition with the presidents of other technical societies. Messrs. E. P. Poste and Ross C. Purdy will appear on the special program on "Specifications." Mr. Poste will discuss specifications for enameled chemical ware and Mr. Purdy will describe the problems in writing specifications for refractories. The partial program for Ceramic Day includes: (1) High Temperature Cements, by W. H. Gaylord, Jr., Quigley Furnace Specialties Co.; (2) Application of Magnetic Separator in Ceramic Industries, by E. S. Hirschberg, Dings Magnetic Separator Co.; (3) Preparation of Clays and Minerals for Ceramic Purposes, by J. D. Lickey, chemist, Industrial Filtration Corporation; (4) Apparatus for Determining Fineness of Grind, by Eric Turner, Trenton Flint and Spar Co.; (5) Feldspar Colloquium, W. H. Landers, George M. Darby, O. O. Bowman, 2nd, V. A. Staudt, C. R. Moore, C. M. Franzheim and others; (6) Manufacture of Gray Enameled Ware, by H. C. Arnold; (7) Whiting for Ceramic Uses, by A. E. Williams; (8) Gas Producers for Glass Works, by C. B. Chapman, Chapman Engineering Co.; (9) Witchery of Glazes, by Paul E. Cox; (10) Architectural Faience and Its Artistic Possibilities, by Conrad Dressler; (11) Organization of a Decorative Ceramic Research Department; Financial and Manufacturing Considerations, by Frederick H. Rhead.

Buyers in New York

AUGUST 30, 1922

W. D. Owen, toys, Watt, Rettew & Clay, Norfolk, Va., 23 East 20th St.

L. A. Carter, housefurnishings, N. Snellunberg & Co., Philadelphia, 1161 Broadway.

W. B. Stanton, toys, lamps, Stewart & Co., Philadelphia, 16 West 39th St.

G. W. Hoos Co., housefurnishings, crockery, glassware, John Hoos Co., Baltimore, Pennsylvania.

M. M. Anderson, housefurnishings, Anderson Bros., Richmond, Va., Breslin.

W. W. Taylor, housefurnishings, toys, D. M. Read Co., Bridgeport, Conn., 404 Fourth Ave.

I. Feldman, housefurnishings, Feldman Bros., Lynn, Mass., Pennsylvania.

H. T. Miller, toys, Montgomery Fair, Montgomery, Ala., 22 East 26th St.

SEPTEMBER 3, 1922

G. W. Hoos, housefurnishings, glassware, crockery, John Hoos Co., Baltimore, Pennsylvania.

W. J. Barnes, housefurnishings, Burden-Smith Co., Macon, Ga., care Kirby, Block & Fisher, 352 4th Ave.

SEPTEMBER 6, 1922

B. McManamon, housefurnishings, china and toys, Garbade, Eiband & Co., Galveston, Texas, 1170 Broadway (Morgan & Ahrens) Latham.

W. J. Barnes, housefurnishings, Burden Smith & Co., Macon, Ga., 352 4th Ave. (Kirby, Block & Fisher.)

Business Briefs

The Rice-Stix Dry Goods Co., St. Louis, Mo., has opened a new toy department. C. O. Battier, formerly with Higginbothan-Bayley-Logan, Dallas, Tex., is in charge of the new department.

M. B. Haselton, Skowhegan, Me., has reopened his novelty store.

Samuel Amstutz, Perry, Okla., has moved the stock of his novelty store and will open soon in Maxwell, Kan.

The Buddy Toy & Novelty Co., Brooklyn, N. Y., has been incorporated with a capital of $100,000.

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By

M. K. ZIMERMAN, REPRESENTATIVE

MANY distributors of both open stock dinnerware, dinner sets and white ware are in need of merchandise, according to wires received by East Liverpool manufacturers during the last few days.

"When can we expect shipment of our order?" is the substance of telegrams now being received in this district.

And this incident bears out a situation emphasized by the CROCKERY AND GLASS JOURNAL some months ago.

During the early summer, some buyers who had orders on file asked that they be held up for revised shipping dates. Manufacturers talked against the suggestion but were willing to accommodate their customers. Such orders were set aside, and attention given to other business on file. Now come the wires from the buyers who held back their orders, and want to know when their orders will be forwarded.

How do the manufacturers know? The delayed business has been reinstated on the files, and such business will be put through when this or that particular order is reached. In the meantime the distributor is crying for shipments.

The distributor who felt timid about business in June seemingly has turned optimistic, and is now crying for goods. Such distributors will have to wait. Those who permitted their orders to be shipped when ready are in a happy mood.

Quite an increase in southern business is reported by many of the East Liverpool manufacturers. The western trade is fairly active, yet it is reported that volume from the west is not quite up to normal. Eastern and Middle West demand for dinnerware seems to be holding its own, although labor disturbances here and there are having an effect upon demand from some particular quarters.

W. E. Wells, of the Homer Laughlin China Co., is due to return to his desk from an eastern business trip.

From all present indications, and unless all outward signs fail, there will be no interruption in the general ware pottery industry this year, although "strike" ballots have been sent to the trade by the officers of the National Brotherhood of Operative Potters.

The vote provides for consideration of two propositions namely, the acceptance of the present working agreement, which expires October 1, with additions as agreed to at the recent joint wage conference in Cleveland, or, the backing up of the Brotherhood Conference Committee in its demand for a wage increase of approximately 7 per cent.

There is very little discussion of the subjects in the different shops. Here and there a potter is heard to say he is "strong for the advance" yet others knowing the manufacturers cannot grant this advance, inasmuch as no reduction is sought, favor acceptance of the present scale for the next fiscal term. Officers of the Brotherhood favor making the agreement permanent for a two-year period instead of for one year only.

Among buyers visiting the local district during the last few days were: Carl Hoffman, with the Rosenbaum store, Pittsburgh, Pa.; W. P. Briggs with Sibley, Lindsay & Curr, Rochester, N. Y.; Joseph Moses, of the United China & Glass Co., New Orleans, La.; H. C. Schenk, of the Schenk China Co., Pittsburgh, Pa.

Joseph C. Davis, with the Knowles, Taylor & Knowles Co., has left Chicago, Ill., after showing his line there for a week, and is now traveling through his western territory.

Samuel B. Larkin, general manager of the National China Co., has been elected a member of the board of directors of the new Kiwanis Club that was instituted at Salineville, O., last week.

William L. Tickell is now traveling the New England territory for the Edwin M. Knowles China Co., and George T. Bratt is working the western section. A complete line of the open stock dinnerware patterns of this firm is being carried by both salesmen.

J. W. Mackey, sales manager for the Smith, Phillips China Co., following a swing around the eastern circuit and spending a few days at the home office, left for a trip through the west. He will be gone during the month.

The employes of the Thompson Pottery Co. will take a holiday on the Ohio River, Wednesday, September 13, instead of holding a shop outing in the country. The excursion steamer *East St. Louis* has been engaged. The boat is the former Pittsburgh-Cincinnati packet *Virginia* and in the years past it carried many a package of glassware and dinnerware from the northern Ohio valley to the southern terminals.

The Hall China Co. has erected new buildings at its No. 1 plant to be used for clay storage purposes.

The Chester, W. Va., East Liverpool and Wellsville district is now entering its fifth "jitney service" month. No signs appear in the offing indicating adjustment of the street railway strike.

The majority of manufacturing potters in this district declare there is a fairly active demand for all lines of

merchandise, such as open stock patterns, dinner sets, white ware, and both plain and decorated white ware. All of the larger plants are operating practically on normal schedules, although some of the smaller plants could handle additional business with more or less prompt shipping.

M. H. Donaldson, salesman for the Homer Laughlin China Co., is spending a season in the eastern territory.

To Train Retail Instructors

Ten fellowships and five scholarships have been awarded for next year by the Research Bureau of Retail Training at Carnegie Institute of Technology, Pittsburgh. Most of the appointments are young teachers, of both sexes, located in widely separated parts of the country. The Bureau, a part of the Division of Co-operative Research, is engaged in the development of personnel administration in retail training, and research work in the field of retailing. Seven Pittsburgh stores contribute yearly appropriations toward the support of the Bureau. They are Boggs & Buhl, Fank & Seder, Joseph Horne & Co., the Kaufmann Department Stores, Inc., Lewin-Neiman Co., Meyer-Jonasson & Co. and the Rosenbaum Co. The funds for the fellowships and scholarships were contributed by these concerns.

The Japanese China Market

The Shanghai paper, "Finance and Commerce," learns from Kobe that manufacturers of porcelain and earthenware are in a rather pessimistic mood. With the revival of the American porcelain and earthenware factories and the arrivals of European goods on the American markets, the export of Japanese porcelain and earthenware has been much affected, and only small quantities of very superior quality continue to be shipped. Unless the quality and design of the goods are improved, the future of this business with the United States is disposed of.

Mail Order Sales

Sears, Roebuck & Co. for August report gross sales of $12,156,190, against $12,477,430 in the same month last year, a decrease of 2.57 per cent. For the first eight months of the current year gross sales totaled $106,904,376, against $112,569,004, or a decrease of 5.03 per cent.

Montgomery Ward & Co. for August report gross sales of $5,552,906, against $5,483,413 last year, while eight months' sales totaled $52,463,540, against $46,982,968.

Santo Domingo Imports

During the year 1921 Santo Domingo's crockery imports from the United States were valued at $206,138; imports from France, $202; Germany, $245; and Belgium, $1,650. Glass and glassware imports for a like period from the United States amounted to $23,552 and $50 from France. Both crockery and glassware are on the duty free list.

HAND PAINTED
MADE IN JAPAN

For The Fall Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

GLASS salesmen who have started out on their early fall trips and who have inquired into general business conditions, have returned word to home offices that retail sales in different localities for July and early August show an increase over the corresponding period of the previous year. July sales, according to these reports, were ahead of those of July 1921, and the demand for glassware shared in this increased business. It appears that statements of manufacturers earlier in the season that demand for glassware would show a decided upward trend late in August and September were seemingly based more upon fact than upon speculation.

Following a two months' idle period, the plant of the New Cumberland (W. Va.) Glass Co., resumed operations Tuesday. Fires were previously lighted, and employes notified to report for work. It is believed that the concern has sufficient business in hand to insure active operations for months ahead.

The Pittsburgh Lamp, Brass & Glass Co., is making a special feature just now in extending the sale of its oil-burning heaters. Last year the company created a new design in this line, and the movement was very active. In view of the present coal situation, department stores have been placing rather liberal specifications for this new burner.

According to Ross C. Purdy, secretary of the American Ceramic Society, glass manufacturers are taking more than passing interest in the affairs of the organization. The glass and pottery section of the Society, according to Mr. Purdy is growing, and the roster now contains such names as the Monongas Glass Co., Fairmont, W. Va.; Macbeth-Evans Glass Co., Pittsburgh; Phoenix Glass Co.; Mississippi Glass Co., New York; Jefferson Glass Co., Follansbee, W. Va.; Huntington Tumbler Co., Huntington, W. Va.; Hazel-Atlas Glass Co., Wheeling, W. Va.; Gleason-Tiebout Glass Co., Brooklyn, N. Y.; Libby Glass Co., Toledo, O.; Whitall-Tatum Co., Millville, N. J.; Pittsburgh Plate Glass Co.; L. J. Houze Convex Glass Co., Point Marion, Pa.

Demand for glass containers continues to be active. While the peak of the season has been reached, manufacturers of the line still have a lot of orders on file, and new business is almost in daily receipt. Department stores continue to order containers in liberal volume, and some of the local department stores have sold car lots of jars at retail. The market on the entire line is firm.

The new Jap Lilly etched line, one of the creations of the United States Glass Co., seems to be one of the neatest patterns in blown and stemware shown in the local sample room this season. The design is quite different from anything heretofore shown in its blown line and its neatness is attracting the attention of buyers. The pattern is being offered in a variety of items which can be carried by department stores and gift shops in open stock.

Applications for rooms at the Ft. Pitt Hotel for the next Pottery and Glass Exposition so far received indicate that the "house" will be crowded next January just as it has been in previous seasons. Many letters received of late have been from other than manufacturers, and these are being referred to the William Penn. The Ft. Pitt will continue to take care of those who exhibited last January, but the specialty salesmen will very likely be found either at the Penn or the Hotel Henry.

The Acme Glass Works of the Gill Co., Steubenville, O., resumed operations Tuesday. Lighting glassware is featured at this plant, while chimneys are produced in the main at the Toronto plant of this company.

Early indications point to the taking over of the properties and franchises of the United States Glass Co., Oct. 4 next, by the United States Glass Corporation, the Charter for the latter interest having been granted by the Secretary of State at Harrisburg, Pa., Aug. 28. A meeting of the stockholders of the U. S. Glass Co., will be held that date when the action of the board of directors will be confirmed. The present personnel of officers will very likely continue.

Butler Bros., one of the largest individual buyers of glassware out of this district, in a special announcement just issued that "the problem of distribution and not that of production is the problem of today." The statement then continues: "It costs too much to get goods from the maker to the consumer, and the cost of this journey must be lowered."

Two tanks have been placed in operation by the Radiant Glass Co., at Ft. Smith, Ark., which is a large producer of chimneys. Plant operations resumed after an idle period, Aug. 31.

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

Maddock & Miller Show Strong Fancy Line

Combining the advantages of a diversified showing of articles including an extensive assortment of popular items in a wide choice of colors in many artistic shapes, the "Crown Ducal" line of fancies on display at the salesroom of Maddock & Miller, 54 Murray Street, is a particularly strong business building line with a big appeal. Something new in fine lightweight earthenware is being shown in floating flower bowls in 12- and 14-inch sizes. The shape is a graceful low and full-bodied bowl in solid colors of yellow, blue, mauve, pink and green, with contrasting edge bands in stronger colors. Quaint and charming is a decoration in the colorful English chintz pattern with contrasting lining in yellow, blue, black and green, with flower blocks to match the different colored linings. Equally attractive is a line of bowls in a graceful Colonial shape with flaring sides, procurable in solid colors such as red, mauve and blue and in a variety of floral decorations, ranging from small sprays on light grounds to a striking treatment of large, pink roses on a black ground. Other flower bowls in pearl lustre, lemon lustre and orange lustre are conspicuous for their beauty of coloring and distinctive shapes. In the tea sets several new members are proving very attractive to buyers of short sets. On the "Ruby" shape is a chintz treatment combined with a broad, black band, finished with gold edge. On the "Victoria" shape, the "Beaumont" decoration, consisting of a simple but charming cluster of grape and vine design in green, blue and yellow on an ivory body and finished with black edge band, is decidedly good looking. On the "Gem" shape is a solid color set in canary yellow on an ivory body and finished with gold-edge band. A newcomer in individual breakfast sets is mauve with novel side handles for pouring, and obtainable in four other colors, such as pink, blue, green and yellow. In 17-piece, after-dinner, coffee sets particularly appealing numbers are shown in pearl and lemon lustre. Other beautiful items in the "Crown Ducal" line include a large assortment of vases in solid colors and in many floral treatments, in small single flower and bud vases up to the large sizes which are also particularly well adapted for lamp mounts. The showing of cigarette boxes in 100 cigarette capacity is an attractive novelty, obtainable in chintz, floral decorations in high colors, in lemon lustre and in glowing black and blues.

Bassett's "Blue Bine" Pattern

This decoration recently added to the attractive collection of patterns from the Bassett china factory in Czecho-Slovakia, is proving a real leader at the salesroom of Geo. F. Bassett & Co., 72-76 Park Place. Comprising delicate pink floral clusters, with a cobalt blue border and coin gold edge and handles offering a rich contrast, it is a color combination that would be difficult to improve upon. The shape and the lightness of weight of the ware, are also features that contribute to its success. In addition to this it presents a dinnerware value that gives the merchant an opportunity to retail it at a very attractive figure with a good profit. The line is carried in New York for immediate delivery.

New Creations in Noritake China

Diversified in the variety of patterns and including a wide range in price the dinnerware of the famous Noritake line of Japanese china displayed on the second floor or Morimura Bros., Inc., 53-57 West Twenty-third Street, is a representative showing of designs which have been executed for the American market. Among the newest importations is a particularly effective border treatment about five-eighth inch in width, in panel effect, the scroll in yellow with horizontal panels at intervals of a white bird with spread wings on a light blue ground and finished with coin gold handles and edge band. A trifle wider is another distinctive treatment, in which the three-quarter inch border, consisting of a wreath of rose buds and blue ornaments, appears on a pale yellow ground the full width of the flange of the plate and separated with panels ornamented with a Grecian lamp in white on a rich azure blue ground. A very attractive "Indian tree," a splendid reproduction of the "Blue Willow" and several attractive narrow border patterns in black and white checkered and Grecian key border designs combined with gold lines are also being featured. Perhaps the most outstanding number in gold is a graceful ornamental border of three-eighth inch width making use of a Grecian motif enclosed by a dotted border in raised gold, with one-eighth inch gold shoulder band and with the entire flange of plate tinted a rich cream shade. Novel and giving a rich effect with dignity is a very narrow band, of one-quarter inch width with heavy gold ground overlaid with black, which gives a distinctive embossed effect and is further enhanced by a gold shoulder hairline and coin gold handles and knobs. The offerings of low-priced goods includes a noteworthy range of patterns. One charming design consists of large sprays of flowers in soft blue, gray and pink with butterflies in the same subdued tones which give the effect of an underglaze decoration. Somewhat on the bungalow order is a modern Chinese treatment, combining a quaint and colorful border and ornamental edge band with a gay print pattern in red, blue, green and yellow. In the popular narrow border patterns is a dainty pink rose spray number, the sprays being joined by a one-eighth inch wide figured brown line and embellished with a gold hairline on the shoulder and finished with gold handles and knobs.

GLASS FOR GIFTS COMPANY

Displayed by

A line of beautifully decorated glass that is having splendid success in Gift Departments and Shops in various parts of the United States. Prices are most reasonable and the line is extensive.



No. 151—Whipped Cream and Ladle, Encrusted Gold Floral Decoration. $54 Doz.



No. 459—Basket. Large Basket for Fruit or Flowers. Gold and Floral Decoration. $66 Doz.



No. 26—Sandwich Tray, Encrusted Gold Band and Floral Decoration. $26 Doz.

BUTTERWORTH COMPANY

225 Fifth Ave., New York City



PAPERwhite Narcissus growing in water. We have other kinds for this same purpose.

Double Your Sales Bulbs and Bulb Bowls

Paperwhite Narcissus

Now ready for delivery

We are actual growers and the largest importers

Send for copy Merchants Catalog listing a complete line of popular Dutch, French, Japanese, Chinese bulbs and roots. Also fine line bulbs and vases.

Order now and enjoy full selling season.

You can make money on our line.

F. RYNVELD & SONS, Dept. G, 61 Vesey St., NEW YORK

Novelties of Beauty from Many Shops in Fascination Lane

A Page of selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

By Beatrice Miller Wisner

Lighting—A Fancy, An Art and a Profit

There can be no beauty in anything that is absolutely dark. The high-light in a painting is a mark of true art, and wherever a dark shade is brightened with a high tone of color, it is at once fastened to the admiring eye. The modern illuminators, or lamps, have proven that the world is not agreed to stand in darkness, and every home or small cottage will see to it that it has an appropriate lamp to finish the interior decorative scheme or furnishing. Many Gift Shops are featuring lamps and shades and are making a good profit out of the bargain. These lamps show a variety of shades in parchment and silk, dextrously fashioned in color and trimmings, which with the pottery glass or metal bases in different effects are especially enticing and when lighted serve an attractive adornment for the shop. There is a penchant for light everywhere. No one likes a gloomy atmosphere. An artistic, well lighted shop is a magnet which no one can resist. Throw more light on this subject; it is profitable. It is the light that never fails.



Novel Painted Iron Souvenirs

In the past few years there has been much thought and an element of artistic temperament expressed in the selection of appropriate lamps, which have exemplified in graceful lines the intelligence of the modeler and designer. In the accompanying illustration, from Ferdinand Bing & Company Successors, 69-71 Irving Place, there is beauty in design and modeling which has secured the "Bing" lines a prominent place in the unique and select Gift Shop. This dainty iron lamp with parchment shade deftly treated in various designs, comes in many colors and is noticeable for the distinctive medallion insert decoration. Its novelty and beauty, with rose and flower pattern in several colors, and on black background, will harmonize or contrast with any interior furnishing. The old-fashioned girl is another exceedingly attractive boudoir lamp model, portraying in minute detail the costume and bonnet of a Colonial damsel. This is an original and truthful conception in colorful treatment. In addition to these dainty boudoir lamps, there is an extensive display of attractive Iron Door Stops, in artistic shapes; flower baskets, in many colors, blue, yellow, pink, green, etc., with bright painted shining flowers artistically arranged; realistic black tabby cats, which can be used for banks as well, having an opening to permit of coins, nursery favorites, Red Riding Hood, etc., and Japanese Boy, Dog "Fido" and many other attractive designs. There are also many smaller iron souvenirs appropriate for bridge and small gifts, including tea bells, "Flapper" Duck, paper weights, door knockers and a large and attractive assortment of book ends in suitable designs for children and grownups. There is nothing wanting in this extraordinary line of painted iron novelties from which to select, in all the bright and varied colors to suit the fancy of the most discriminating purchasers of all-year worth while gifts.

Gold Decorated Glassware of Unusual Beauty

Glassware is fast becoming one of Gift Shops most attractive specialties. Excellent modeling and delightful coloring combined with gold and hand painted floral and conventional patterns is evidenced in the new designs and shapes displayed at the Butterworth Company, 225 Fifth Avenue. Baskets, comports, vases, candlesticks, plates and a vast variety of other objects show candor in exquisite coloring, blue, red, opalescent, amber, amethyst with gold encrusted and plain borders, and artistic decorations, combine to make this glassware one of the most noticeable of the season. One very unusual basket is faultlessly modeled, with tall graceful handle, the body in panel effect, decorated with gold vases filled with dainty hand-painted flowers, other pieces show the

(*Continued on page* 34)

NEW YORK LIMOGES PARIS

Guerin-Pouyat-Elite, Ltd.

WHITE AND DECORATED CHINA

LIMOGES, FRANCE

SOLE AGENTS

FOR THE UNITED STATES AND CANADA

OF

Cristalleries de Baccarat

(BACCARAT GLASSWARE)

— FRANCE —

43-47 WEST 23RD STREET

— NEW YORK —

SOY KEE & CO.

Chinese Importers of

Gold Medallion Dinnerware

Also

Blue and White Canton China, Nankin and Chop Suey China, Tea Sets, Porcelains, Etc.

We import direct and have a complete stock at pre-war prices of the famous gold medallion and Blue and White Canton.
Write for Price List



Gold Medallion Dinnerware

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24 West 23rd Street New York



Splendid line of Lead Blown Glass —plain as well as optic. Large Variety of Cut Patterns— from lowest to highest grade.

Decorated lines— Gold Bands, Incrusted Gold and Relief Gold.

Also an Absolutely New Creation in Cut Glass

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

WHILE crockery, glassware and housefurnishings sales in the Middle West during the month of August were generally reported on the increase, there was some evidence of unsettled conditions in the trade due to the rail and coal strikes. August being the month for clearance and furniture sales, retail business was good according to the department heads of large retail stores in Chicago. Wholesale orders were also on the increase, but deliveries were somewhat hampered by the congested condition of the railroads. Mail order houses likewise showed a slight increase in orders. Montgomery Ward & Co.'s August sales were approximately $500,000 more than July, but only 1.27 per cent. greater than August of last year. Sears, Roebuck & Co. also showed a small increase in August over July sales.

The executive committee of the Glass, Pottery, Lamps, and Housefurnishings Association of Chicago, met on August 30 at Mandel Bros. The purpose of the meeting was to outline the duties of the various committees appointed to further the work of the Second Annual Exhibit of the Association to be held at the Congress Hotel next February.

F. W. Woolworth Company has secured its twenty-fourth store in the Chicago area. This concern has just secured a lease on a large store at 6819 Stony Island Ave. The rental is reported at $3,600 annually for five years and $4,200 annually thereafter. This company has also renewed its lease on its store at 1139 South Michigan Ave., at a rental of $8,400 annually.

Hartman Malcom Co., 847 Troy St., manufacturers of ornamental lamps, have become members of the Chicago Association of Commerce.

Lewis H. Simpson & Co., has secured the Chicago representation for the Wheeling Art Metal Manufacturing Co., of Wheeling, W. Va. This concern makes an attractive line of wrought iron lamp bases and stands, with enamel decorations in a variety of designs and color combinations. The line includes only boudoir lamps and samples can be seen in the Shops Building show rooms conducted by Lewis H. Simpson.

Thomas Reid, manufacturers representative, with display in the Palmer House, spent the Labor Day holidays in Cambridge, O., his home town.

Segago stemware, made by the Seneca Glass Co., is a new line now being shown by Ira A. Jones Co. This addition to the Seneca Glass Co.'s line, which the Ira A. Jones Co. have represented for some time, is growing in popularity. The new stemware samples are optic, made in fancy shapes and have a "pebbled" or "hammer brass" effect.

Grover C. Watkins, salesman for Ira A. Jones Co., returned this week from a vacation spent on his farm in Central Illinois.

Helm & Soukup, Shops Building, have recently added to their display a line of metal boudoir lamps made in Newark, N. J. These lamps have betal bases and metal shades wiith silk lining and are made to retail at an unusually low price. The quality and appearance of these lamps, coupled with their low price has made them ready sellers wherever placed.

The Knox Glass Bottle Co., 60 East Lake St., Chicago, was incorporated last week under the laws of Pennsylvania. Capital $10,500.

W. E. Darden of W. T. Darden & Co., returned this week from a trip to the Jackson Vitrified China Co.'s plant at Du Bois, Pa. W. T. Darden & Co., are displaying this line of china in their Palmer House sample rooms.

Samples of the William R. Noe & Sons line were being shown last week at the Palmer House, including domestic and imported glassware and lamps. The firm was represented by Mr. Fryer.

I. E. Mincks, secretary of the Albright China Co. and in charge of their Chicago display in the Palmer House, left Chicago last week for his home in Scio, O., where he will spend a short vacation over Labor Day.

The Jackson Vitrified China Co. has applied for display room at the Congress Hotel during the Second Annual Chicago Exhibit of Pottery, Glass, Lamps, and Housefurnishings to be held next February.

The line of toys and novelties manufactured by Louis Wolfe, Inc., New York, was on display last week at the Palmer House.

R. E. Douglass, proprietor of a general store in Madison, Wis., inspected a number of crockery and glassware lines in the Chicago market recently.

CHICAGO

READY TO SERVE
BUYERS OF
CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Guernseyware, Room 562
COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
Dinnerware, Vitrified Hotel Cooking Ware and Tea Pots, plain and decorated.
Aluminum for special sales and high grade Cut Glass.
Electric Irons, Toasters and Curling Irons.
Phone. Dear. 4700

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

Imported overglazed
CHINA COLORS
Powdered or Mixed for Use
Everything for China Decorators
PILKINGTON MANUFACTURING CO.
3223 W. Lake Street Chicago

A few words in this space will bring in many dollars

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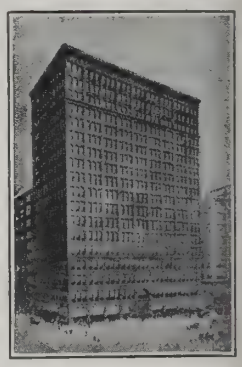
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Pottery of Distinction
Dundee, Illinois
Chicago display with
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17 No. Wabash Ave.

FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING

Madison and Wabash



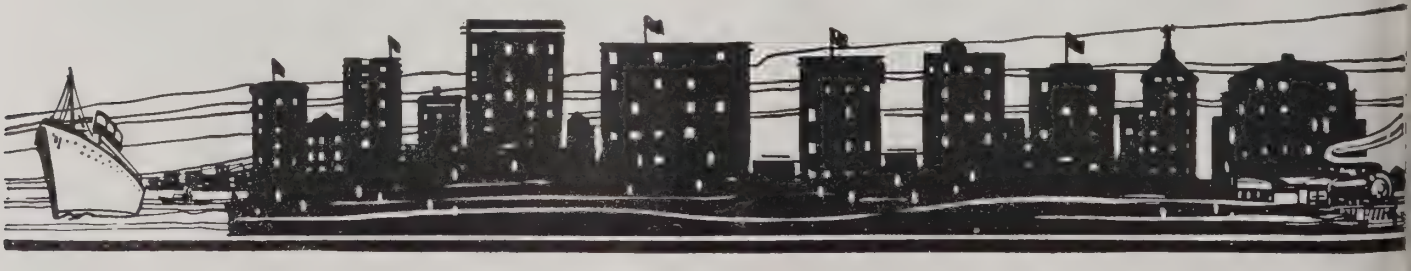
THE PLACE TO BUY GLASSWARE

The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach the trade you want. Phone Wabash 860 for particulars.

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
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Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
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CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

LIN-O-LITE SHADES

An innovation, hand painted Linen, Silk Lined and Silk Braid Trimmed. Durable and strong. Made by

VOLKMAN & CO.
3223 W. Lake St.

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

Here's a good business building card for sale at a little price.

Phone Wabash 860

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Bonita Art Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.
9 North Wabash Avenue
Chicago

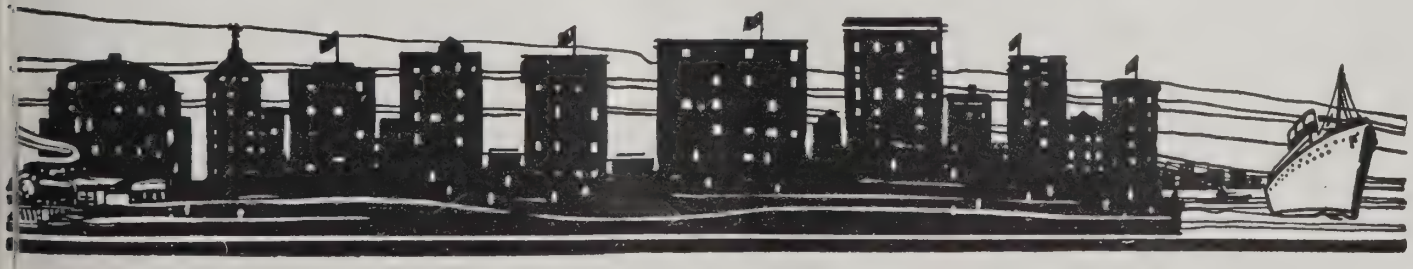
REPRESENTING
Seneca Glass Co.
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EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

PROGRESSIVE CHINA DECORATING CO.
Decorators of fine imported and domestic china. Monogram and design duplication a specialty.
1836 W. Van Buren Street
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TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
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HISPANO-MORESQUE
LUSTRES & METALLIC GLAZES
Vases, Bowls, Lamps, Comports, Candlesticks
THE N. O. CEDERBORG CO.
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Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WE can use three first class salesmen. Have the following territory open: New York State, Pennsylvania, West Virginia, Maryland, and Virginia, also several states in Middle West and South West, for first class salesmen for established line of light cut and decorated glassware. Give references and territory desired in first letter. Box 200, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

SALESMAN of 20 years' experience in the pottery, lamp and cut glass lines wishes to make a connection by October 1st for the south and middle west territory. Has a large acquaintance with department store buyers and jobbers. Box 192, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

OVERSTOCKED on Hotel Ware, individual butters and Creamers in regular factory seconds, at $2.00 per gross in large quantities only, F. O. B. Boston, all kinds of Dinner Ware and a specialty 5 & 10c. assortments. Box 201, care CROCKERY AND GLASS JOURNAL.

FOR RENT

DESIRABLE space in salesroom including fixtures. Bates & Ledden, 16 West 23rd Street, New York.

Clinching the Sale

(*Continued from page 15*)

ence for. Most customers are undecided and it is up to the salesperson to assist customers to make a decision. This is not very difficult to do if the salesperson observes the customer closely, takes full advantage of her comments and by eliminating the less appealing patterns, gradually narrow the choice down to one or two. When this point is reached the presentment of the selling points of the goods will usually make it easy for the customer to make a final decision.

Revival of Trade Shown in Bank's Forecast

(*Continued from page 21*)

be maintained even in depression and thus provides the means for meeting withdrawals of funds and maturing obligations for money borrowed. On the other hand country banks had relatively small amounts of cash coming in by way of current deposits and loan payments, once the period of deflation was under way.

"With regard to the recent movements of the deposit figures as an index of business conditions, the conclusion seems plain that there has been more improvement recently in the cities than in the rural districts. On the whole, demand deposits in city banks have been increasing for the last six months, which is not so generally the case among country banks. The Harvard curve began about ten months ago to indicate improved business conditions, and city deposits seem to have followed suit after a lag of a few months. On all sides is heard the statement that conditions in agricultural communities are improving Perhaps an increase in country bank deposits can b expected to reflect this within the next few months.

"The increase of bank borrowings for many month after the depression began is indicative of the strain im posed upon the banking community in meeting the de mands of liquidation. Indirectly such an expansion o borrowing evidences the desirability of a banking syste which keeps power in reserve to meet such unusua shocks.

"The hardship that the period of liquidation has occa sioned in agricultural communities is directly reflected b the relative borrowings of banks in such communities Borrowings of country banks increased up to the end o the year 1920. Moreover, the decline of their borrowing since that time has been only 35 per cent., against the de cline of 75 per cent. for all banks. Decrease in the amoun of borrowings continues to be the rule. This is a con dition, of course, that is to be expected as coincident wit easier money conditions and precedent to a sustained busi ness revival.

"Deposits in recent months have shown more tendenc toward improvement than have loans. It appears that th process of liquidation has put commercial firms in pos session of funds for meeting current operating expense without resort to borrowing.

"In general, liquidation in city banks began earlier an moved toward completion more rapidly than in country banks, though liquidation seems still to be incomplete a far as borrowings are concerned. That country banks re ceived considerable aid from the rest of the banking sys tem during the period of stress is evidenced by the fac that their borrowings increased rapidly for several month after the turn in business conditions in the Spring o 1920."

Fascination Lane

(*Continued from page 29*)

attractive incrusted gold decoration with conventiona design in various colors. Among the collection is als fine porcelain; cups and saucers, and several sizes of te and breakfast plates with gold border in wide band effec these have no other decoration, and are most appropriat for exclusive table service. The Butterworth Compan has shown fine conception in the selection of cand sticks, English designed medallion plaques, wicker ba kets in endless sizes and shaps, and a variety of daint tokens for those seeking artistic and distinctive gifts o faultless craftsmanship.

Business Briefs

The McKay-Cameron Co., Nashville, Tenn., recent received one of the largest shipments of hotel china ev received in this locality. The shipment consisted of completely filled auto car of 100,000 pounds capacit which is equivalent to three ordinary cars. The fir report that they have the contract for installing the ca teria and kitchen equipment in the big Methodist Missio building at Lake Junaluska, N. Y.

The Roessler & Hasslacher Chemical Company NEW YORK

BRANCHES:
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Fac-Simile of Label. "Made in America."

Liquid Bright Gold
Overglaze—**Colors**—Underglaze
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CHEMICALS
Minerals and Oxides
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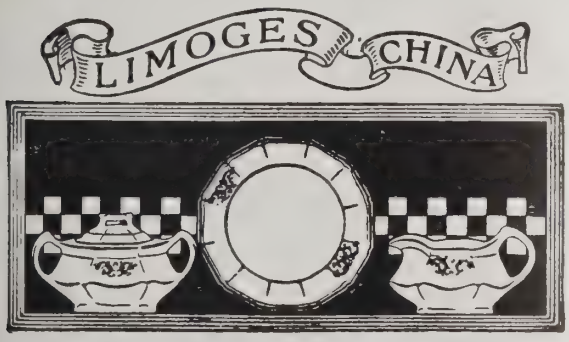
Bryce Brothers Company

MOUNT PLEASANT, PENNSYLVANIA

Manufacturers of
Blown Lead Glassware
In Crystal and Colors

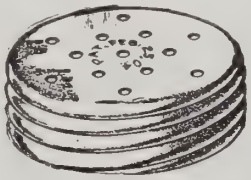
NEW YORK OFFICE, 240 FIFTH AVENUE
Representative. J. Duncan Dithridge
BOSTON OFFICE, ROOM 114, YOUNG'S HOTEL
Representative, Robert W. Corey

TRAVELING REPRESENTATIVES:
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Celluloid "Salt and Pepper" Caps
ALSO CELLULOID DISCS.
We carry about fifty stock sizes of caps; and are also prepared to supply special sizes to order. Write us for prices and samples.

WILLIAMSBURGH FLINT GLASS CO.
MANUFACTURERS OF GLASSWARE.
Lamp Chimneys, Lamps, Lantern and Fish Globes, Shades, Founts, Towel Bars. Cane, Tubing. Gas and Electric Globes in all colors. Private Moulds Worked.
FACTORY:
255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

ndian Merchant Writes Odd Letter to U. S. Toy Exporter

American toy exporters must send enough dolls' noses nd cats' tails with their shipments or suffer deductions or the missing members, according to an original letter f complaint from an importer of Lucknow, India, made ublic today by the Commerce Department.

"Honored Lits and Clients," the letter said, "hoping ll's well, we apologize for undue procrastination in furishing necessary reply to your last esteemed of bygone ate. Peradventure we are at fault, be ours the blame nd burden also contrition, Honored Lits.

"The elephants is gone off instanter and ditto the tigers. The leopards is too much deficient in spots for our climate, so pray be watchful and we will watch over you. The sample wax dolls is all running away owing to equatorial heat of Indian summer. So pray stay your hands. Eight china dolls is to hand with six broken noses per doll and nine cats is come with only seven tails. For which our valued will make some necessary deductions on fundamental basis of one nose per biped and one tail per animal. Admonishments of your honors packing department is our good advice to you that the same may not come to pass again."

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, *Successors, 67-69 Irving Place, near 18th St.*
Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, *35-37 West 23d St.*
Cauldon China. . Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., *73 Barclay St.*
"The Dinnerware House of America."

L. D. BLOCH & CO., *37-41 East 18th St.*
Importers of China and Glass, Mfrs. of Lamps, Shades and Novelties.

COPELAND SPODE CHINA AGENCY, *43 West 23rd St.*
Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., *14 Barclay St.*
English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., *135 Fifth Ave.*
Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, *43 Murray St.*
Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., *920 Broadway, corner 21st St.*

HAVILAND & CO., *11 East 36th St.*
The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, *52 Murray St.*
Ahrenfeldt French China.

MADDOCK & MILLER, *54 Murray St.*
Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, *Importers and Commission Merchants, 108 East 16th St.*
Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., *105-107 East 16th St.*
Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., *53-57 West 23d St.*
Japanese Goods.

LA PORCELAINE LIMOUSINE, *39-41 West 23rd St.*
Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., *184 Fifth Ave.*
King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co., Ltd., earthenware. Telephone, Gramercy 6626.

WM. S. PITCAIRN CORPORATION, *104 Fifth Ave.*
Grindley, Doulton. Furnival.

The Fifth Avenue Building



Uptown Headquarters
for the
Pottery Glass China Metal Goods and Housewares Trades

PAUL A. STRAUB & CO., *105-107 Fifth Ave.*
Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., *96 to 102 Church St.*
A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, *42, 44, 46 Warren and 116 Chambers Sts.*
Importers and Manufacturers.

TAIYO TRADING CO., Inc., *101 Fifth Ave.*
Successors to Takito, Ogawa & Co. and the Tajimi Co. Japanese and Chinese Goods. Catalogues upon application. Tel.—Stuyvesant 3823. Chicago Office, 327 West Madison St.

B. TOMBY, Inc., 9 East 47th St., *Representing:*
Royal Berlin, Royal Dresden, Lorenz Hutschenreuther, Koenigszelt, Paul Mueller, Royal Nymphenburg, Reinhold Schlegelmilch, Royal Karlsruhe Majolica.

JUSTIN THARAUD, *24 West 23d St.*
Sole agent for L'Union Ceramique, Limoges, France.
Myott, Son & Co., Hanley Staffs, England. Poszellanfabrik Fraureuth, Saxony. Telephone Gramercy 5150.

VOGT & DOSE, *65 Barclay St.*
Open stock dinnerware patterns. White China for decorating.

J. H. VENON, Inc., *104 Fifth Ave.*
Martin China, Limoges; Gustafsberg China and Earthenware, Sweden; Kosta Crystal, Sweden; Rorstrand China and Earthenware, Sweden.

KENNARD L. WEDGWOOD, *255 Fifth Ave., between 28th and 29th Sts.*
Josiah Wedgwood & Sons, Ltd. Telephone Madison Square 7429.

DOMESTIC GLASSWARE

BONITA ART CO., *Cox & Company, Representatives, 120 Fifth Ave.*
"The House of New Ideas." Cameo Etchings and Encrusted Coin Gold.

CAMBRIDGE (O.) GLASS CO., *New York Salesroom, 184 Fifth Avenue.*
Manufacturers "Nearcut" tableware, thin blown tumblers and stemware.

DIAMOND GLASSWARE CO., *Fredk. Skelton, Representative, 200 Fifth Ave.*
Colored and Iridescent Glassware.

ECONOMY TUMBLER CO., *Morgantown, W. Va. Cox & Co., Representatives, 120 Fifth Ave.*
Fine blown tumblers and stemware.

FOSTORIA GLASS CO., *141-147 Fifth Ave.*
Pressed and blown glassware. John Nixon, Representative.

GILLINDER & SONS, Inc., *224 Fifth Ave.*
Lighting glassware, glass specialties.

LANCASTER (O.) GLASS CO., *Fred Skelton, Representative, 200 Fifth Ave.*
Pressed ware, lamps, tumblers and novelties.

UNITED STATES GLASS CO., *Albemarle Bldg., 24th St. and Broadway.*
Pressed and blown glassware.

LAMPS, SHADES AND LIGHTING GLASSWARE

ARMOR BRONZE CO., *Factory, Garwood, N. J. Showrooms, 236 Fifth Ave. and 67-69 Irving Place.*
Manufacturers of metalized lamps, lighting fixtures, art objects, bookends, etc.

ESTABLISHED IN 1874

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The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

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VOL. 95 SEPTEMBER 14, 1922 No. 11

AS THE EDITOR SEES IT

NOW FOR BUSINESS!

WITH the coal strikes settled and less congestion of freight on the railroads the month of September has opened with a pretty good outlook for a successful Fall and Winter season despite the failure to settle the rail strike. There are in fact more encouraging factors upon which to base an optimistic opinion than there are drawbacks to prevent the steady climb to normal and more stable business. The soundness of the country's economical strength is well shown in the progress which has been made in the face of the serious labor obstacles. Under less favorable conditions in trade and industry, business would have undoubtedly been completely demoralized by these disturbances. But happily this is not now the case and orders are increasing despite the strike. Now for Business!

THE unusual activity in the building industry is creating a broad demand for all kinds of materials and for labor. The situation of the farmers is much improved. Car loadings for the week ending August 26 were the largest during any one week since October 1, 1921. Merchandise and miscellaneous freight, which includes manufactured products, totaled 559,303 cars, an increase of 4,028 cars over the week before and an increase of 59,641 cars as compared with the corresponding week of 1921. The basic industries as reflected in iron production and steel manufacture are recovering and the production of automobiles continues on a large scale. July production was 244,444 cars and the August output beat this by 20,000 cars. According to the estimate of the Automobile Chamber of Commerce, the August output is expected to exceed the same month of last year by 50 per cent. All of which is undeniably encouraging.

THE distribution of merchandise is continuing unabated as is shown in the rising prices of department, chain-store and mail-order securities, and the ready market found for the new issues of stocks by R. H. Macy & Co. and by Gimbel Bros., both offerings being oversubscribed on the day the books were opened. These are but a few of the many favorable indications which overshadow the fewer obstacles. And we believe the few enumerated are sufficient to warrant us to take a position of intelligent optimism and tell the merchant to keep his eyes open for the bright aspects assured for the future in the indications reflected in the present.

BROADLY, the uncertain course as to prices has been for a long time a check on buying. The notion that prices would come down to lower levels has been so general and has so universally influenced the merchandise markets that no one has been willing to take chances on making large purchases. All the evidence at this writing is apparently against price reductions with the trend up and not down. There are, furthermore, strong indications of attempts at price inflation based on added costs of raw materials, higher tariff provisions, more expensive fuel and increased wages. The recent raise in wages by the U. S. Steel Corporation seems to indicate this. All these factors make a plausible case in justification of higher levels of value. This can only be checked by the opposition of the public to buy freely in a market which would further reduce their purchasing power. To keep prices at the present level it is essential to increase the efficiency of production and distribution and thereby reduce costs all along the line. One way to do this is by quicker turnovers to keep capital more liquid. That many

merchants are insisting on this is clearly evident in the hand-to-mouth buying which has been in vogue for several months past. How long this piece-meal ordering of merchandise will continue can only be answered by merchants themselves. It will probably continue until merchants are confident that prices will not go lower and may possibly continue until prices begin to rise a little. In this latter case the trend of events will resemble somewhat the situation experienced early in 1920. At that time there was considerable congestion on the railroads, due to storms and the "outlaw switchmen's strike" ar to a large amount of duplication of orders based on spec lation. While a parallel is not sought to reconcile t present with the past, there is enough over-ordering some lines to warrant manufacturers in certain industri to be on their guard. But on the whole business is su prisingly good and is steadily growing better and co sidering all the influencing factors we have sufficient fai in things as they are to repeat what we said at the b ginning—Now for Business!

Making People Want to Buy Your Good

Psychology of Selling Anything from Insurance Policy to Dinner Sets a Simple Science—A though Much That Is Written About It Is Too Learned, Says Prominent New York Merchant

A great deal has been written and said about the psychology of selling, both directly and indirectly, through advertising. Most of it has been a great deal more learned, according to a prominent New York business man, than there is any cause for it to be. In actual practice, he said, the use of that science in selling is simplicity itself.

One of the finest uses of what might be called the psychology of fear, he continued, was made in my own apartment recently, when a district superintendent for one of the prominent insurance companies obtained policies on my son and his wife by scaring them just enough to make them see the wisdom of signing up at once. The company in question gets out a special policy that it writes on men and women up to 35 years of age, in amounts ranging up to $500, without a physical examination. All that is necessary to obtain this policy is to pay the first premium and have the superintendent see with his own eyes the prospect is not sick in bed or dying standing up.

My son had been carrying other insurance in this company for some time, and one morning he was at home when the agent called in the hope of getting additional business. The superintendent accompanied the agent, and the talk soon brought out the new policy. Both my son and his wife hesitated, which is usual with most persons in the case of life insurance, and the agent finally suggested that an application be made out and an appointment be made with the superintendent for the necessary formalities of the little examination that was required.

Up to that point the superintendent had taken no part in the selling talk, but here he broke in: If I may suggest it, I would advise you to settle the matter right now. You both admit you want the insurance. I can see that you are both well and that the policies can be written. If you wait, however, you may not be so well the next time I see you, and I may not be able to pass you so easily. What's the use of taking chances?" I could see the workings of a touch of fear on the faces of those young people as plainly as if they were printed the The necessary papers were signed at once.

Not long ago, I saw another exhibition of the psych ogy of selling that was of a widely different kind, y just as effective. A man came into a certain store a asked the prices of dinner sets. He was not of opule appearance, yet the clerk to whom the query was p replied: "We have them from $1,000 down." A pleas smile appeared on the face of the customer and, aft looking around a bit, he bought and paid cash for a valued at $150.

I was curious to know why the clerk replied as he and, after the customer had left the store, I asked h the reason. It's a rule here, he replied. No pr pective customer ever gets sore at you for overestimati his ability to buy, but the reverse is often true when y underestimate him. If I had said that our dinner sets r from $20 up, he would probably have wanted to see son thing at $50 and would have stopped right there, if bought at all. The idea that I thought he could spe $1,000 for a set pleased him, and he did his best to l up to the reputation I had given him.

The business man lighted a fresh cigar, took a f puffs to get it going well and then went on: If you w to see the psychology of selling used to a high deg of subtlety and efficiency, you want to watch a cle waiter in a Broadway restaurant force high-priced dis on a young man out with his best girl. I have seen it done time and again, particularly in cases where young chap was none too strong financially. Usually, such cases the girl can have anything on the bill of f but the young man holds back his own appetite in or to keep the check in due proportion to his funds. clever waiter senses this at once, and by subtly "knoc ing" one dish and praising another literally forces young man to take high-priced portions by making feel like a "cheap skate" in the eyes of his compan if he does not.

While away from the selling of things usually a

ated with salesmanship, it might be apropos to mention e barker for one of the Chinatown busses that is seen ery day in the Times Square district. This man has in m the makings of a supersalesman, and if he were not obviously an East Side type I would be tempted to try hire him and train him for my sales force. The way at man closes a sale with hesitant prospects, most of em visitors who come to this city more or less susicious of everything it offers, is a joy to behold. If you ld him he was practicing applied psychology in playing strongly upon the desire for adventure that is latent all of us, he would probably give you a horse laugh, t that is exactly what he is doing every day. And the y he gets away with it, especially with women, is a cauon. Generally these women travel in twos and threes, d any person who has ever tried to convince two or ore women that one thing is really desirable for all of em at the same time will know what I mean when I say at this man has the makings of a supersalesman.

What you might call the psychology of habit has been ayed upon very strongly for years by manufacturers various kinds of office appliances in allowing their vices to be put into an office for a free trial of 30 days longer. The selling in this case usually is confined stly to obtaining permission to leave the machine, for te person or persons who use it during the trial period e so apt to recommend its purchase at the end of that me that the machine is about 75 per cent sold when inslled. It is simply that the persons who use it get into te habit and, once having become established, a habit not easy to break. Of course, the machine must deliver te goods to be retained, but the element of habit, coupled vth the human desire to have things made as easy as ssible, has much to do with its retention.

Another selling stunt which smacks of psychology is to g an order by making the goods appear so desirable t at the salesman has no fear of his ability to sell them. friend of mine has a salesman who starts putting up his smples at the first intimation that the buyer feels he h control of the situation, yet he is one of the best pducers on the staff. This salesman defends his method o the ground that it makes more of an impression on a uyer than any amount of selling talk. Time and time ain, he says, he has obtained orders after displaying tl goods a second time at the buyer's request. It takes a little more than ordinary nerve to sell that way, and tl re are probably not many salesmen who carry it to t extreme that this one does. In the case of 999 out o 1,000 human beings, the person he or she is most interested in is himself or herself.

The Final Tariff Rates

As we go to press the first complete revision of Americ tariff duties along protective lines in thirteen years, ws formally reported to the House and present indicatins are the bill will become law in another two weeks. Under the terms of the elastic tariff the President is not authorized to increase the rates more than 50 per cent. o the duties imposed in the bill. To show comparison w give herewith the new rates and the old:

Earthenware and Glassware

Common ellow, brown or gra yearthenware, undecorated, 15 per cent. ad valorem; Payne-Aldrich, 25 per cent.; Underwood, 15 per cent.; decorated, 20 per cent. ad valorem; Payne-Aldrich, 40 per cent.; Underwood, 20 per cent.

White granite and semi-porcelain earthenware and stoneware, undecorated, 45 per cent.; Payne-Aldrich, 55 per cent.; Underwood, 35 per cent.; decorated, 50 per cent.; Payne-Aldrich, 60 per cent.; Underwood, 40 per cent.

China, porcelain and other vitrified wares, undecorated, 60 per cent. ad valorem; Payne-Aldrich, 55 per cent.; Underwood, 50 per cent.; if decorated, 70 per cent.; Payne-Aldrich, 60 per cent.; Underwrood, 55 per cent.

Plain glass bottles, from 1 cent a pound to 50 cents a gross; Payne-Aldrich, same; Underwood, 30 per cent.

Illuminating articles of glass, 60 per cent.; Payne-Aldrich, 45 per cent.; Underwood, 30 per cent. ad valorem.

Table and kitchen articles and utensils of glass, 55 per cent.; Payne-Aldrich, 35 to 45 per cent.; Underwood, 20 to 25 per cent.

Dolls and Toys

Dolls and toys, 70 per cent.; Payne-Aldrich and Underwood, 35 per cent.

On the Free List

Potash, out with a provision that for the first three years after the passage of the bill there shall be a duty of 1½ cents per pound.

Sodium, nitrates, sulphate, crude, or salt cake and niter cake.

The German Toy Situation

American toy manufacturers are now placed in a much more advantageous position than at any time during the present year. During 1921 and the first half of the present one, buyers flocked to Germany in hundreds, with the aim of purchasing as much cheap merchandise as they could. The prices were then so low that American makers were at a great disadvantage and fear was expressed that the domestic markets would be flooded.

The situation now has changed decidedly. Orders placed for German toys have been canceled to a very large extent, because the increased cost of production and scarcity of raw materials have forced the German prices up to the level of the world market. In fact, according to Assistant Trade Commissioner O. S. Payne at Prague, Czecho-Slovakia, it would seem very likely that Germany has now lost the advantage that it appeared to possess when the mark was declining rapidly, and American manufacturers need not fear such severe competition as they had during the last few months.

The German toy industry is located in three main centers, reports Commissioner Payne, namely Thuringia, where most of the German dolls are made; Nuernberg-

(*Continued on page 24*)

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

LEAVING on Saturday for Boston and the west, Harry S. Clarke, traveler for A. J. Fondeville & Co., will have accompanying him on the trip Eugene Fondeville, of the firm, who goes along to meet the trade through his territory. While he, of course, knows the buyers who come to New York, he is anxious to familiarize himself with their establishments as well, so that he can better understand their requirements, etc. As most of his attention is taken up with the office management of the business, aside from his European trips to visit their factories, this is the first opportunity he has had to go on the road.

The Herman C. Kupper travelers have started on trips through their respective territories. E. W. Schultz left last Thursday for the far west, Leonard Stock left on Sunday for the middle west, and Arthur Renz left the same day for Canada.

Herman C. Kupper returned on Monday from his summer vacation spent at Lake Champlain with Mrs. Kupper, and is feeling in very fit condition to begin the supervision of the removal of his offices and showrooms to the Miller-Kupper Building, 39-41 West 23rd Street.

Among the notables arriving in town during the past week was "Lou" Reizenstein, who is here displaying his line of decorated glassware at the Claridge. Appearing at the same time in the market was Frank Martin, proprietor of "Martins," Detroit and Columbus, O.; Max Miller, buyer for Burley & Co., and Lawrence Pick of Albert Pick & Co., Chicago, were also members of the party.

Norman Hawthorn, formerly well known for years in the china business, who was connected with Justin Tharaud, Inc., until recently, when he left to go with McIntyre & Co., a brokerage house, has entered business for himself as a broker, having established a handsome office at 141 Broadway.

Eugene Blum, who recently engaged with Wm. G. Mueller, Inc., as traveling representative, left last Friday on his initial trip for the concern, carrying the new samples of Heinrich & Co., for which the firm are American representatives. He expects to work in Chicago and adjacent territory for several weeks before proceeding farther west.

The former head of the Taiyo Trading Co.s Commercial Department for ten years, M. Takagi, who leaves the concern on Saturday to go in business for himself, has leased rooms 918 and 919 at 220 Fifth Avenue as an office and salesroom. He expects to open up on Monda as an importer of Japanese goods and exporter to th Orient of American merchandise.

A. D. Wilhelm, buyer for Raphael Wiel & Co., Inc San Francisco, was in town for several days, placin orders *en route* to Buffalo to attend the wedding of hi daughter on Wednesday.

Walter Wentworth, formerly with the Retail Re search, was in New York this week placing orders wit the local dealers, on his initial buying trip for Wm. Lau bach & Sons, Easton, Pa.

J. Q. Adams, buyer for R. G. Reynolds, Burlingto Vt., is registered at the Commodore this week, whi here making his fall purchases.

D. L. McCarthy, housefurnishing buyer for the Rik Kumler Co., Dayton, O., was another arrival in th market this week, who is busily engaged ordering fo his fall requirements.

Herman H. Henjes of the Theo. Haviland & C traveling staff, left last Thursday for a trip over hi territory, through the South and West as far as th coast. Walter E. Knowles, also of their sales force, e pects to get away next week when he will make a to of his territory through the middle west.

Edmondson Warrin's New Decorating Studi

Another decided stride forward, in the progressi policy of the well known decorating establishment Edmondson Warrin, has been made in the removal of t business to 43-45 West 13th Street, between Fifth a Sixth Avenues. The formal opening of the new pla occurred last week and judging from the enthusias expressions of those who have seen it there is nothi equal to it in this country, or, in fact, in Europe. M Warrin is not a man to do things half way. When th are done, they are done right and he has again forcib demonstrated this quality in his make-up in the n studios which, besides being very spacious, occupying space of 25,000 square feet, are the very last word modern equipment from beginning to end. Not a thi has been left undone, or expense spared in any wa that would tend to increase the efficiency of the pla and produce the best working conditions possible f the decorators and workers. Five immense floors a utilized in the business, the 5th, 6th, 7th, 8th, and 9 The 5th floor is given over to the shipping and rece ing departments and stock room where tier after ti

f unopened packages, gives a slight inkling of the size f the business the concern does. On the 6th floor is ocated the silver plating, glass cutting and burnishing epartments, and on the 7th the general offices, Mr. Varrin's private office and designing studio, the show-oom and still another stock room, where made-up stock or ready delivery is kept. The latter being on the same oor with the display room, the buyer may step inside nd see for himself what is available for his immediate equirements. This floor being located midway between ie two upper and two lower floors, it enables Mr. War-n to keep in close touch with the different departments nd makes him more accessible for the heads of the de-artments to consult with when necessary. The 8th floor divided between the large kiln room with ten kilns—n addition of four over the number used in the old uarters and the decorating and burnishing departments. ew rubber wheeled trucks are utilized in transferring the kilns the ware on this floor ready to be fired—nother improvement over the former trays which had be carried by hand. Special elevators are utilized for nveying ware to the kiln room from the other floors. he top or 9th floor, is used as an etching room, which literally flooded with splendid light on all sides. Here Ir. Warrin has also built on a new acid room. To go ack to the seventh floor, special mention should be made f the beautiful new showroom, which is one of the ost attractive in the trade. There is a certain refresh-g airiness to it that is very appealing. The color scheme French gray and white, which makes a very pleasing ackground for the array of glistening crystal and china own. Handsome mirrored wall fixtures line one entire de of the room, while long tables, with natural linen olored covers with blue borders add an artistic touch to e center of the room. Comfortable Windsor chairs match the color scheme are attractively arranged near e windows. In the front on this floor is Mr. Warrin's ivate retreat, where he will do his designing, consult ith customers, etc. Here he has a delightful atmosphere r relaxation or inspiration, whichever may be desired. he color scheme is a soft, restful two-toned tan. Large rench windows afford an abundance of light and air, well as a splendid view of lower New York. The om is tastefully furnished in mission style with every-ing denoting comfort. An interesting note in the fur-shing of the room, are several oil paintings done by r. Warrin whose work in this line easily ranks with me of America's best known artists. Mr. Warrin is rtainly to be congratulated on his fine plant which will a revelation to those in the trade who have not yet ailed themselves of the opportunity of paying it a visit.

Wilbert Davis Married

Announcements were sent out last week by Mr. and rs. Chas. Kramer, of Cleveland Heights, O., of the arriage of their daughter Kathryn, to Wilbert D. Davis, yer for Loveman, Joseph & Loeb, Birmingham, Ala. ie wedding took place at the family home in the above entioned city on September 4th. The bride and bride-groom spent a few days in New York last week on their honeymoon, when Mr. Davis took the opportunity of calling on a number of his friends in the trade. Previous to his connection with his firm, Mr. Davis was assistant to John Henry with the J. L. Hudson Co., Detroit, and before this was with Mabley & Carew, Cincinnati, O.

September Golf Tournament

The trade golfers are anticipating some good fun and a good attendance at their September tournament which will be held next Thursday, September 21st, at the Forest Hill Field Club, Soho, N. J.

Trains leave the Erie Station, Jersey City, for Soho (Greenwood Lake Division) at 9:15 and 10:22 a.m. and 12:52 p.m.

Those intending to be present should notify the secretary, L. S. Owen, 126 Fifth Ave., at once.

Buyers in New York

SEPTEMBER 7, 1922

J. M. McDaniels, housefurnishings, American Wholesale Corp., Baltimore, Md., 354 4th Ave.

R. M. Dean, toys, R H. White Co., Boston, Mass., 432 4th Ave.

J. E. Lewin, china and glassware, Carson, Pirie & Scott, Chicago, Ill., 404 4th Ave.

M. L. Kahn, mdse. manager, Chicago Mail Order Co., Chicago, Ill., 368 6th Ave. (J. Back).

M. Kaufman, toys and housefurnishings, Albert Lurie & Co., Chicago, Ill. Pennsylvania.

SEPTEMBER 8, 1922

W. B. Shockley, toys, housefurnishings, china and glassware, J. B. Ivey Co., Charlotte, N. C., Pennsylvania.

L. Benedict, housefurnishings, Mendel's Inc., New Haven, Conn., care Baer & Lilienthal, 1150 Broadway.

J. J. Johnson, housefurnishings, crockery, cut glass, lamps and toys, Porteous & Mitchell Co., Norwich, Conn., 432 4th Ave.

A. D. Wilhelm, housefurnishings, Raphael Weil Co., San Francisco, Calif., 15 East 26th St.

T. Weil, housefurnishings, china and lamps, B. Nugnent & Bro., St. Louis, Mo., care Affiliated Retail Stores, 1372 Broadway.

SEPTEMBER 11, 1922

E. H. Zeller, toys, W. Koch Importing Co., Baltimore, Imperial.

C. A. Williams, housefurnishings, Williams, Shelton Co., Charlotte, N. C., Pennsylvania.

M. McCarthy, housefurnishings, toys, Rike Kumler Co., Dayton, O., 225 Fifth Ave.

T. R. Kidd, housefurnishings, toys, Mitchell & Co., Inc., Haverhill, Mass., Breslin.

E. Dolfinger, housefurnishings, Dolfinger & Co., Louisville, 448 Fourth Ave.

R. Blankenmeister, china, glassware, lamps, B. Nugent & Bro., St. Louis, Mo., care Affiliated Retail Stores, 1372 Broadway.

SEPTEMBER 12th, 1922

J. E. McCormick, china, C. W. Benzow, toys, Wm. Hengerer & Co., Buffalo, N. Y., 16 West 39th St.

Miss Spede, lamps and gifts, F. &. R. Lazarus Co., Columbus, Ohio, 225 Fifth Ave.

E. Lipscomb, lamps, Crowley-Milner Co., Detroit, Mich., care Fantl, 116 West 32nd St.

Frank R. Wolf, mdse. manager, H. P. Wasson Co., Indianapolis, Ind., care Fantl, 116 West 32nd St.

M. S. Strauss, toys, M. S. Strauss, Philadelphia, Pa., Imperial.

F. L. Warren, china, glassware and toys, Callender, McAuslan & Troup Co., Providence, R. I., care Syndicate Trading Co., 240 Madison Ave.

SEPTEMBER 13, 1922

W. H. Bheringer, house furnishings, china, glassware, toys, Hess Bros., Allentown, Pa., F. J. Hollenbach, rep., care Fred Atkins, 220 Fifth Ave.

L. J. Wagner, toys, E. Kennets, lamps, electric goods, J. N. Adam & Co., Buffalo, 16 West 39th St.

George D. Smith, toys, house furnishings, H. C. Bacon Co., Evansville, Ind., care Alfred Fantl, 116 West 32nd St.

Mrs. Ruben Cohn, house furnishings, R. Cohen, Punxsutawney, Pa., Martinique.

S. M. Averill, lamps, Jordan-Marsh Co., Boston, 432 Fourth Ave.



Are You Ready for Christmas?

A good display of Hall's China Teapots is a center of attraction for women buyers.

They satisfy every demand for the ideal gift, from the standpoint both of beauty and everyday usefulness. A gift anyone may be proud to give, one which any woman will be delighted to receive.

You are not struggling to sell an unknown article when you handle Hall's Teapots of Secret Process Fireproof China. For over two years national advertising has been telling American women the merits of Hall's Teapots through the columns of their favorite magazines.

Millions of women have said to themselves, "My next teapot will be a Hall's," and to make sure of it they are looking for this circle on the bottom when they buy.

HALL'S CHINA

Liberal dealer helps are supplied to tie your display up with our national advertising-counter cards, beautiful envelope stuffers, newspaper electros.

Get your Christmas stock in time.
We can fill orders more promptly now than later.

HALL CHINA COMPANY

Largest Teapot Manufacturers in America
East Liverpool, Ohio

HALL'S TEAPOTS

~of Secret Process Fireproof China

Better Business in the South

Banks throughout the Eastern cotton States, the Fedal Reserve Bank of Atlanta reports are distinctly opnistic in their reports regarding conditions in their calities. Weather in most parts of the district has been vorable to the growing crops, and reports to the Rew indicate that the condition of cotton is more favable than it was a month ago. The railroad and coal rikes are holding back business in some lines, and some rrespondents say that money is not being spent as free- by the general public as was the case a few months or year ago.

Only a small number of the larger city banks are now rrowing from the Federal Reserve Bank, and borrowg by country banks is very much less than a year ago. me of the banks have surplus funds, and deposits show satisfactory increase over those of a year ago. Some the reports indicate that while liquidation of last year's debtedness has not been completed, a large majority the farmers in some parts of the district have paid up l of their debts and are now borrowing reasonable nounts for use in making the present crop.

Pottery and Glass in Finland

The glass industry of Finland has every prospect of coming one of the staple industries in due course, says recent report. Besides supplying the home market with t and pressed glass, the Finnish glass works have exrted fairly large consignments to Sweden, Esthonia, and other countries. The increasing demand for Finnish cut glass, which is recognized to be of the highest quality and design, bearing favorable comparison with the renowned cut glass from Czecho-Slovakia, has resulted in the enlargement of existing factories, and the future of this industry is regarded as very promising. The imports last year included: Bricks, unglazed, 8,954,892 kilos.; faience, 380,599 kilos.; porcelain, 155,168 kilos.; window and mirror glass, 121,722 kilos.; glass and enamel wares unspecified, 88,652 kilos. Among the exports were: glazed tiles and ornaments, 46,454 kilos.; window glass, 140,733 kilos.; jars and bottles, 1,001,945 kilos. The duty on porcelain, white and in one or two colors not decorated has been increased to 15 mks., of several colors to 40 mks.; crockery, plain, to 40 mks., of two or several colors, to 6 mks.; insulators and other articles of china for technical purposes, to 8 mks.; tiles and ornaments, white or plain, to 2 mks.

Czecho-Slovakia Glass Exports

Exports of glass from Czecho-Slovakia have increased to all countries except Germany and that part of the former Austro-Hungarian Empire bordering on the Danube. Shipments to Italy are averaging 200 carloads a month, instead of 50, as before the war. Shipments to England are 100 to 120 carloads a month more than the pre-war quantity. Exports to the Netherlands have increased 200 per cent and to Belgium 800 per cent.



Decorator of
CHINA and GLASS
TABLEWARE
STEMWARE
NOVELTIES

Encrusted gold borders in various widths on French China and Belgian Glass — Complete sets out of stock.

Several decorated glass novelty lines for immediate shipment.

Note New Address--Note New Phone

Phone, WATKINS 4367

EDMONDSON WARRIN

43-45 West 13th Street
NEW YORK (Between Fifth and Sixth Avs.)

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By

M. K. ZIMERMAN, REPRESENTATIVE

IT is very like that before another year the Government will, through the Bureau of Foreign and Domestic Commerce, classify importations of ceramics in their proper form. As the statistics of importations are now listed, none can tell how much earthenware, plain or decorated, hotel ware, plain or decorated, sanitary ware and so on is received at the American ports. The suggestion has been laid before Secretary of Commerce Hoover that these classifications be made a matter of record, and it is understood that idea of such changes has been looked upon with more or less favor.

As the volume of ceramic importations is now given in a combined form, none can tell the division between hotel china and china dinnerware, or earthenware dinnerware or earthenware hotel ware.

It is understood that the United States Potters' Association will co-operate with the Bureau of Foreign and Domestic Commerce in giving the Bureau all data it may desire concerning the American industry. It is believed that it will not require much change in the routine of the affairs of the Washington Bureau to make the change in its monthly report as has been suggested.

Employes of the Knowles, Taylor & Knowles Co., enjoyed a holiday last Saturday at the Buckeye Club country home. Many of the employes of the company motored north on the Lincoln Highway to the pretty little spot in the valley, while others made the trip by interurban. The affair was arranged by President Homer J. Taylor and Secretary John B. McDonald of this company.

President Frank P. Judge of the United States Potters' Association has arranged a trip to Washington to complete details there for the annual meeting of the Association which will be held early next December. "We will very likely have a three-day session," declared Mr. Judge this week, "and every session will be active. I don't want to say too much about our program in advance other than the meeting will be one well worth while attending."

While no announcement has been made by officials of the National Brotherhood of Operative Potters as to the trend of the strike vote now being taken, and which closes September 16, it is still confidently believed in this district operations will not be interrupted. Workmen are not talking, so it seems. On the surface little interest is being shown in the vote except by one or two local unions, one of which has not always followed conservative lines. The majority of the locals, so it is reported, have cast their ballot and other local unions are voting this week. The two propositions being voted on are, to authorize the executive board of the Brotherhood to insist upon the restoration of the scale prevailing between A gust and November last year, or an increase of between and 8 per cent. in wages; or, the adoption of the existi wage scale without any reductions, which manufacture have offered, with additional changes as agreed upon the recent Cleveland conference. However, until the fu vote is canvassed, none will know the ultimate resu

---

Samuel Morley, the well known pottery sales manag of Sebring, O., has returned to his desk from a busine trip through Ohio.

The use of oil burning equipment for both glost an bisque kilns is being extended in a rather generous ma ner. The National Products Co., East Liverpool, is no equipping the bisque kilns of the Smith-Phillips Chi Co., with burners, the glost kilns having been equipp previously. Twelve kilns at the Haeger Pottery Co. plant, Dundee, Ill., have just been equipped with oil bur ers, and the Sherwood Bros., Pottery Co., New Brighto Pa., will equip their kilns at once with this system. Th 10-kiln stoneware plant of the Louisville Pottery C at Louisville, Ky., has just had all kilns equipped with burners, and a complete equipment will be attached to t eight kilns of the E. H. Sebring China Co., Sebring, Like equipment is to be installed on the kilns of the Gen see Pottery Co., Chittenango, N. Y.

Structural steel for the new aluminum plant which to be erected at Sebring, O., by Oliver H. Sebring of t French China Co., has been ordered and quick delive is anticipated. Production in this new plant is expect early in January, so Mr. Sebring believes. Large di tributors are now making contracts for deliveries.

Following a suspension of operations, due to dama caused by a storm, the plant of the National Pottery C Evansville, Ind., has again resumed.

The Porter Pottery Co., Greenfield, Md., manufactu ers of a line of stoneware, has been sold to West Vi ginia interests, so it is reported here, and the equipme is to be removed to Shirley, W. Va.

Following a business trip to Pittsburgh, Pa., Erne McElhose, manager of the Paden City (W. Va.) Potte Co., has returned to the plant. Production at this sh is practically on a normal basis.

Although it has not been in operation for about a yea a deed of assignment has been filed by the Mohawk Cl Pottery Co., Perrysville, O., to one of its heaviest cre itors, W. E. Greisinger, of Medina, O. The property h



"More than an office building"

THE FIFTH AVENUE BUILDING

Broadway and Fifth Avenue
at Madison Square

New York

The Place to do a Season's Buying

THE close association of leading manufacturers of crockery and glassware in The Fifth Avenue Building offers many advantages to the out-of-town buyer. Here the spacious salesrooms of these manufacturers form a permanent and extensive exhibit of goods of all grades, domestic and imported. The convenience of finding such a wide selection within one building is appreciated by the thousands of buyers who visit The Fifth Avenue Building every season.

len appraised at $24,000 and the chattels $600. Liabilies have been estimated at about $60,000. It is reported tat a new company may be formed to take over the propcty and place it in operation. The line from this plant ıs displayed at the Ft. Pitt Pottery & Glass Exposition ıveral years ago.

"We're highly pleased with the manner new business i being received," observed W. E. Brown of the United ates Pottery Co., Wellsville, O., this week. "The deınd for all of our lines is good, but that for our open ock patterns is exceptionally so." Production at this nt is practically on a normal basis, or as near as is ssible. This concern will have several new patterns t show on its dinnerware line next year.

A new dinner shape is being modeled for the H. R. yllie China Co., Huntington, W. Va., which is excted to be ready for the trade by January. It will be own in a new line of decorations, especially selected f the purpose.

One of the smaller plants in this district making a ecial feature of decorated ware, went on just the same ring the coal strike as if nothing had happened. Trucks re engaged and these went out into the rural districts d hauled in loads of slabs from the numerous sawmills. ns of wood were obtained in this manner, and then nething else happened the plant owners did not count on, and this was a demand for the wood ashes—an excellent fertilizer. Not a decorating kiln was lost as a result of the scarcity of fuel.

Col. Will A. Rhoads, formerly office manager of the Chelsea China Co., New Cumberland, W. Va., is now attached to the office of the Warwick China Co., Wheeling. The New Cumberland plant is not on the active list.

The foundation for the new plant to be known as the Crescent China Co., which is being erected in the Sebring, O., territory, is nearly completed. Spurs from the Pennsylvania railroad are being built to the site.

Business Briefs

F. W. Dalton, for several years manager of Butler Bros.' store, Seattle, is soon to open a 5- and 10-cent store in Rhinelander, Wis.

F. W. Woolworth Co. have opened a new 5-and-10 cent store at Valley City, N. D.

Robert Dotten, Portland, Me., has opened a 5-and-10 cent store in the Fifield building.

The J. C. Penny Co. have opened a new department store at Topeka, Kan., under the management of J. F. Begart.

The German Toy Situation

(*Continued from page 17*)

Fuerth in Bavaria, the center of the metal and mechanical toy industry, and Erzgebirge in Saxony, where wooden and papier-maché toys are made. Conditions in these three manufacturing centers are largely parallel at the present time. They have been busy and have exported approximately 80 per cent of their output, but now costs of production have increased and manufacturers are unable to give fixed prices except for goods already on hand, and these quotations hold good for only a brief time.

The cost of raw materials used in the manufacture of dolls has been rising constantly, especially in the case of such imported ones as textiles, rubber, mohair and colophony, as well as kaolin and lignite from Bohemia, which are used in the making of bisque doll heads. There has also been an increase in the cost of packing materials, varnish and lacquer.

Stocks of raw materials are unusually small, due to the shortage of materials and the lack of working capital. The industry, working on a hand-to-mouth basis and purchasing raw materials in small quantities, cannot buy at a favorable price. The Government does not give any subsidy, but has assisted by putting no export tax on toys and by establishing trade schools at its expense to encourage the industry.

In the Mail Bag

Editor CROCKERY & GLASS JOURNAL,
New York City. September 12, 1922.

My dear Sir:

In one of your recent issues you make mention of the distress owing to unemployment at present prevailing in the Pottery District of England. May I request your courtesy to publish the following appeal from the Mayor of Stoke-on-Trent which appeared recently in the Staffordshire Sentinel:

DISTRESS IN THE POTTERIES
An Appeal to the Public

As a result of the depression in the trade of the District there is considerable distress amongst women and children, and with a view to alleviating their sufferings it is proposed to open a subscription list to provide funds for the purchase and distribution of food.

I make an *earnest appeal* to the *public* to *subscri* to this most *deserving cause,* and I feel sure that the mo fortunate citizens of the District will give this appe their most hearty support.

Subscriptions should be addressed to me at the Mayor Parlour, Town Hall, Stoke-on-Trent; and I sincere hope that all my fellow townspeople who are able to assi will do so, however small the donation may be.

S. SPROSTON, *Mayor.*

Mayor's Parlour, Town Hall, Stoke-on-Trent,
11th July, 1922.

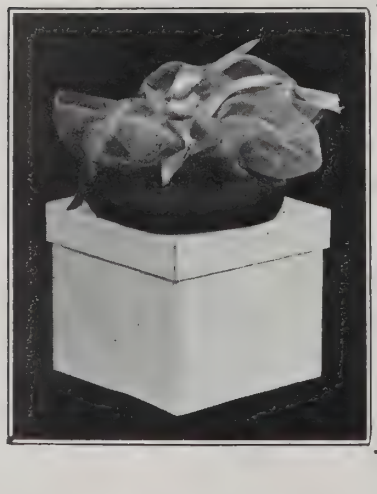
Editor CROCKERY AND GLASS JOURNAL,
New York City.

Possibly some of your readers who deal largely in th products of the English Potteries, and who have in th past frequently given substantial evidence of their syn pathetic interest in the working people of that distric may wish to take this opportunity of helping a ver worthy cause.

Any subscription may be sent to me for immediat transmission to the Mayor of Stoke-on-Trent.

Yours truly,

KENNARD L. WEDGWOOD,
255 Fifth Avenue, New Yor



Carney's Rose Sachet Bags

A beautiful Chiffon Bag filled with Rose Buds and Leaves

The delightful fragrance in this Rose Bag was produced after several years' experimenting—trying to produce a perfume for Sachets that is lasting.

Through a process of freezing this fragrance is developed, and will last from three to five years. This Rose Sachet makes a very acceptable Gift. Write for sample and prices.

CARNEY ART CO.
Butte, Montana

Russian Glass and Pottery Production

Valued at the money equivalents of 1912, this year programme of the glass and porcelain works amoun to about 8,700,000 roubles, including the selected fa tories of the central district, the pre-war production which amounted to 17,500,000 r. (But the total produ tion of all the factories of the central district made abo 38,500,000 r.) Thus the programme of work arrange was about 50 per cent. of that of the production of the factories, or about 28 per cent. of the whole central di trict. Of the total sum of 8,700,000 roubles, 4,200,000 falls to the Glass-Porcelain Trust, which in the first hal year did 64 per cent. of the corresponding programm assigned to it as to glass 88 per cent. as to porcelain. F various reasons the production in the second half of t year will be less than in the first half.

R. H. Macy & Co. Vote Stock Increase

Stockholders of R. H. Macy & Co. have unanimous voted to amend the certificate of incorporation author ing an increase in the capital stock to 450,000 shares, which 100,000 shares will be preferred stock of $10 share par value and 350,000 shares common stock of par value.

Glass Imports to Denmark

In 1920 Denmark imported 1,712,000 kilos. of hou hold glassware (value Kr. 7,643,000); and 87,600 kil of various glass articles (value Kr.422,000). In this i portation France is conspicuous by her absence; most the imports consist of German goods. Before the w Belgium occupied the leading position in Denmark.

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

NUMEROUS glass manufacturers in the eastern territory are facing a scarcity of glass sands, and this is especially true of those plants situated in ıe West Virginia territory. The bulk of glass sand shipıents are started from Baltimore & Ohio railroad shiping points and a scarcity of cars is given as the cause of ıe troubles of the manufacturers. The Chamber of Comıerce of Morgantown, W. Va., has taken the proposition p with the B. & O. to put a train of glass sand into that strict, shipping out of the Hagerstown and Hancock ounty, Maryland, section. Factory stocks of sand are deared to be acute, and unless additional car lots are soon ceived, the manufacturers may be compelled to suspend erations. This is the first time in years that such a arcity of glass has been experienced.

Fifty blank checks were stolen a few days ago from ıe offices of the Star Glass Co., Morgantown, W. Va., ıd five of these have been filled out and signatures rged and cashed. The identity of the parties who took ıe checks has not been announced by the authorities.

Following a three months' trip through Europe, Ludig L. Kaufmann, head of the Kaufmann & Baer Deırtment store here has returned to his desk. He has eclared that merchandise in European countries is cheap, ıd that distributors and manufacturers are anxious to ke care of export orders.

A number of departments in the Kaufmann Departent store will be shifted when the firm completes the ection of an additional story to its buildings at Smithld and Diamond streets. It is likely that the space w allotted to the china, glassware and housefurnishing partment, which is under the management of J. H. arris, will be enlarged when improvements are comıeted.

News has been received here of the death at Toledo, , of W. L. Milner, head of the W. L. Milner Departent store there and also associate owner of the Crowley-ilner Department store in Detroit, Mich. Death was ıe result of injuries sustained in an automobile accident ıile he was returning over the Dixie Highway, August , from Detroit to Toledo. A blood clot on the lungs ıs given as the direct cause of death.

Not much inconvenience is being experienced by the ctories in this district on account of the coal shortage, d the seeming scarcity of cars on some roads feeding e mines. The United States Glass Co. is rather happily uated in this respect because of having its own mines the Glassport district, and when required shipments are easily made to all distant plants of this company. In the Millville, N. J., section, however, the scarcity is being felt rather keenly, and some factories there have not resumed as promptly as the owners anticipated.

Anent the scarcity of glass sand, one of the largest sand plants in Pennsylvania, located at Mapleton, has been compelled to suspend operations on account of the scarcity of both open top and box cars. "It reminds us of the rail situation during the war period," one manufacturer in this district remarked.

The Brookville (Pa.) Glass & Tile Co., is floating a $200,000 6 per cent. bond issue to yield 7.2 and covered by mortgage on the property of the company. The proceeds are to be used for factory extensions.

The Twin Cities Glass Co., Ft. Smith, Ark., has gone into the hands of a receiver. One of the owners of the company is W. H. McSwain, for years engaged in the glass business at Moundsville, W. Va., and who is favorably known in this territory.

Within a short time, the Independent Glass Co., Sisterville, W. Va., will resume operations. Drying fires have been lighted under the tanks.

With assets listed at $280,660.64 and liabilities $162,566.09, the Florentine Pottery Co., Cambridge, O., has filed a petition in bankruptcy in the United States District Court at Columbus, O. The company formerly operated at Chillicothe, O., and sold its plant there to the Horton Pottery Co., and then removed to Cambridge.

Loss estimated at $300,000 was sustained by the Atlantic Bottle Co., when one of its plants at Brackenridge, Pa., was burned a few days ago. The company recently completed new buildings on the site formerly occupied by the Tarentum Glass Co., and as a result of the fire, 150 workers are idle temporarily. Four firemen were overcome by smoke while fighting the blaze.

Following the usual summer holiday, operations have been resumed at the plant of the Fostoria Glass Co., Moundsville, W. Va. All departments are now active, and on account of the increased receipt of new business, the company is quite optimistic concerning the future.

Speaking in a general way, demand for glassware has an upward trend, and this directly may refer to all lines. Tableware is in better movement than has been experienced in many months, and the approach of the holiday

(*Continued on page* 30)

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

A Display That Should Not Be Missed

A visit to the salesrooms of Guerin-Pouyat-Elite, Ltd., should certainly be included in every buyer's memorandum if they do not wish to miss a very interesting exhibit of new samples. Just placed on view from the factory at Limoges are thirty new dinnerware treatments, showing an excellent diversity of decoration and a variety of decidedly novel effects, in both design and coloring, that will surely be appreciated. This is not all, however, for there is also a new round shape, that adds still further to the attractiveness of the line. Among the striking effects is a green and black figured and floral design on a bright canary wide band. This promises to be a live seller, both in dinnerware and short lines. Another novelty in coloring that is causing a good deal of favorable comment, is a gray and red floral border worked out in a refreshing way, that is exceedingly good. Some new encrusted patterns are also very rich and interesting throughout. Several new designs in rich service plates are included in the new samples. Several cobalt and turquoise blues in bands, etc., combined with elaborate paste gold and encrusted and enamel decorations are very beautiful, as are also a line of rich cups and saucers, and as in the dinnerware line, they are shown at a wide price range and represent splendid values. In the Baccarat glassware line there are many new things to be seen as well as in the Classique lamp line.

Theo. Haviland Line Full of Surprises

Beginning with two new dinnerware shapes, that are a genuine innovation and destined to be received with well deserved enthusiasm, Theo. Haviland & Co. have produced for the fall season, one of the most thoroughly interesting and attractive lines, from start to finish that they have ever brought out. While this is saying a great deal, it can be said, however, without the slightest degree of exaggeration.

Besides the beautifully modeled shapes, there is an array of between thirty and forty new patterns represented in the new line. These were revealed for the first time this week, at the concern's salesroom in the Fifth Avenue Building, and to say they are attracting an unusual amount of attention is indeed expressing it mildly. One shape known as the "Pilgrim"—a delightful octagonal style, is really very lovely with a certain grace of line and correct proportion, that lends itself ideally to decoration. Another very effective feature, too, is self handles, which are in other words, modeled as a part of the shape. The other shape is known as the "Touraine," which is round, with a slight tendency to the oval and is equally attractive as the "Pilgrim." The complete set follows the shape in style, for instance, the "Pilgrim" is carried out in octagonal style plates, sugar and cream, cups and saucers, etc., thus giving them as well, a decided distinctiveness that is not ordinarily found. One of the decorative treatments which instantly strikes the fancy, is an exquisite conception, consisting of exotic birds and flowers, done in a grace of style and rich coloring that in its sheer loveliness quite baffles description. In a continuous border arrangement of varied colored flowers, a novel touch given the decoration, is a bird in flight or one perched on a branch and placed at intervals around the border. Prettily colored birds and flowering branches as a center motif, add still further to the interest of this pattern. Another treatment has the border without the center decoration. In fact, this treatment is shown in a number of delectable variations. One of those delightfully quaint Chinese floral designs undoubtedly furnished the inspiration for a charming cluster treatment, done in a color combination of extreme richness. This is also varied in several different styles, with rich figured bands or borders, as well as with a bird center in beautiful colors. Another shows a striking large floral spray executed in a vivid purple. Then there is a dainty Dresden spray, several very attractive conventional border treatments, and a collection of gold encrustations and flat gold patterns that are quite worthy of special mention. Not to be forgotten is still another, which shows the Chinese influence—a rather elaborate all-over design comprising a fancy figured light tan and yellow edging or border, giving a two-toned effect, with a rim decoration of quaint floral clusters in green, pink and blue. A band of geometrical figures with oval bird and floral medallions, in shades of the same colors forms a frame for a center floral cluster. The effect is altogether quite unique. An exceedingly pleasing touch is given some of the patterns by the introduction of a new embossed pebbled gold effect, that is employed on the handles and knobs of the new shapes. The line throughout reflects the greatest care, even to the smallest details. In fact there does not appear to have been a thing overlooked to make it as fine in every respect as possibly could be produced.

Here's a Good Item for Gift Shops

Individuality is well displayed in a new line of decorated items which will strongly appeal to the buyer of gift departments and shops, and which has been recently put on the display tables at the salesroom of the Central Glass Works, 1107 Broadway, in charge of A. P. Doctor, in the form of boudoir candlesticks. The shape, in the form of the handled saucer candlestick, is distinctive and the excellent workmanship in decorating will appeal to the discriminating buyer who is in search of something

(*Continued on page* 30)

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

RETAIL trade in Chicago last week was greatly handicapped by the scorching rays of the sun, which gave Chicago the hottest September weather over fifty years. The thermometer mounted to 94, 5 or 96 every day of the week with the exception of aturday, when it was only slightly lower. This hot ell, which is the most severe of the season, discouraged opping. Retailers, while securing a certain amount of siness, did not get the amount warranted at this time the year. Mrs. Shopper found the weather too unmfortable to venture forth, especially into the busy d congested loop district. Even the outlying stores und business slow. One merchant in the outlying sec-n said: "Our business has been slow this week, due to e extremely warm weather. But you cannot blame e shoppers for staying home when it is 96 in the shade. ur phone orders, however, have shown an increase ring the week."

Wholesalers' and manufacturers' representatives rert a continuation of the improvement in china and ss business since the middle of August. Premium siness is also moving in greater volume. Housefurshings and lamps were in good demand during the nth of August, and this demand is expected to hold mparatively steady through the Fall months.

The next meeting of the Glass, Pottery, Lamps and ousefurnishings Association of Chicago was scheduled f- Thursday of this week. The Publicity Committee o the Association, under the chairmanship of Clyde W. asner of Kelly & Reasner, has already set about the rk of preparing a campign of advertising for the next nual Exhibit to be held in Chicago at the Congress tel in February.

The Standard Lamp Manufacturing Co. of Chicago, nkers of a complete line of floor, table and bridge lamps, ireased the capital stock of the company $15,000 last ek, bringing the capital of the company up to $100,000.

H. Butz, crockery and notions buyer from Muscatine, Iva, came to Chicago recently on a buying trip.

Pitkin & Brooks, dealers in china, glassware and lamps, a now conducting their annual September Sale of Inerware. Among the "specials" offered in this sale a 100-piece imported china dinner sets as low as fifty dlars, English semi-porcelain 100-piece sets are reduced t $35 and $50, while domestic sets of semi-porcelain consing of 100 pieces are priced from $25 to $37.

The Buddy L. Sales Corporation, 1619 Sixth Avenue, Moline, Ill., was incorporated last week for $24,000. The new concern will manufacture a line of toys for the department store trade. Those interested in the company are E. H. Sleight, Jay U. Barnard, and J. B. Loewinger.

An association has been formed among the State Street Merchants which has for its purpose the promotion of business along South State Street. The organization makes its headquarters at 450 S. State Street and is known as the State Street Merchants' Association ,incorporated not for profit. The leaders in the movement to form such an association were Sidney H. Selig, Leo Heller, Harry L. Ringer.

Among the buyers in the Chicago market recently were G. J. Berg, of Ironton, O.; C. W. Keuns, of Topeka, Kan.; J. H. Folwell, of Davenport, Ia.; P. V. and J. K. Boylan, of Elyria, O.

E. M. Knowles, well known dinnerware manufacturer from Chester, W. Va., spent some time in Chicago the latter part of August.

The Inland Glass Co., 744 S. Michigan Avenue, was incorporated last week under the state laws of Delaware. The capital of the company is $500,000 and 10,000 shares of no par value stock. The officers are J. B. Weaver, president; and H. P. Withers, secretary.

The American Lamp & Shade Co., makers of woodturned lamp bases, hand carved bases, and an extensive line of silk and parchment shades, has filed articles of incorporation with the secretary of state. This concern, which is located at 1313 Harrison Street, Chicago, has a capital stock of $15,000 and the officers are Herman Drezner, Joseph Winogrond and Irma Winogrond.

The Peoria Toy Manufacturing Co. has been organized at Peoria, Ill., 214 W. Washington Street. The company received a state charter last week granting them permission to manufacture and distribute toys made of wood. Those interested in the company are J. P. Coney, Leo. G. Charvat, and H. D. Morgan.

The Chatham Electric & Fixture Co. has been organized in Chicago to buy, sell, make and manufacture all electric lighting or kindred specialties. Incorporators are George I. Winters, Patrick Graham and W. E. Kinsella.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
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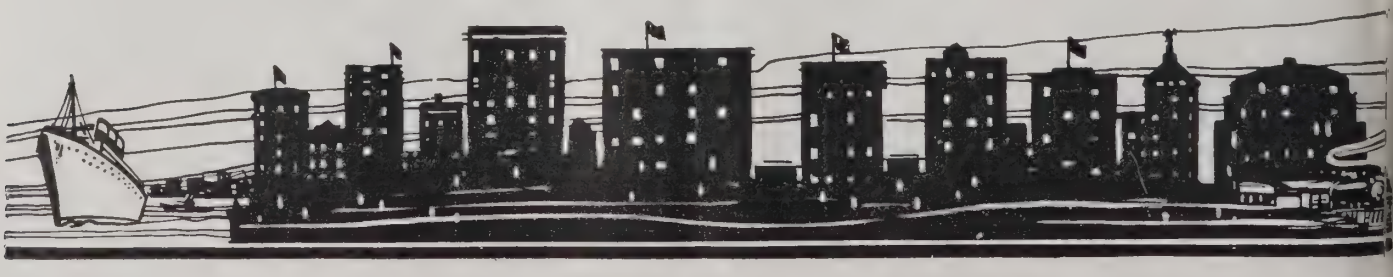


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Glass Factory Activities

(*Continued from page 25*)

season has caused more activity in the demand for blown and stemware. Lighting glass is also moving better than formerly.

Novelty glassware, such as was made a leading feature during the last Pottery and Glass Exposition at the Ft. Pitt hotel, seems to be in very active demand, and this indicates that buyers are anticipating requirements for deliveries in time for the holiday rush. Department store buyers have started to order for their late fall and holiday business, and as a result the future order files in a number of plants are filling rapidly.

As was strongly intimated last January during the Pottery & Glass Exposition here, that the Dominion Glass Co., of Canada would announce an extension program ere the year closed, it now develops that the company proposes to expend $1,000,000 in new plant construction at Montreal. A former well-known Pittsbur glass man, who was in close touch with the Canadi situation early in the year, is believed to have had mu to do with the ultimate decision of the interest to expar Officials of the Dominion Glass Co., visited Pittsbur last January, when the extension was discussed at leng A general line will be featured in the new plant, it said here.

What's New in the Market?

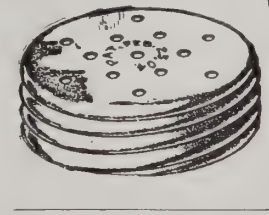
(*Continued from page 26*)

good to appeal to a large number of customers. Anoth item, consisting of melon sets, including plate and bo is shown in two decorations. One is in the form a wide light blue band, panelled in gold, while the oth is a deeper blue band overlaid with a deep gold scallop border with a small cluster of grapes design. The col range includes blue, old rose, black and plain crystal wi gold encrustation. The wide band of color is divid into panels with gold lines, finished with gold edge ba and the top of the candle socket and the top of the loop handle are likewise finished in coin gold. Mr. Doctor also featuring a large line of blanks of excellent qual for cutters, including a particularly attractive shape in handled flower basket, and well designed colognes, suga creams, relish dishes, and 4-piece boudoir sets.

Mexican Consular Dues

Consular dues for the certification of invoices cov ing goods shipped to Mexico are to be figured on t basis of 3 per cent of their current market value in cases of merchandise quoted or sold at places where M ican consulates are established, according to a reply an inquiry on the point made by the American Ma facturers' Export Association. In case the goods quoted where no Mexican consulates are established dues should be figured on the basis of 3 per cent of th value at their place of origin, plus the freight and oth costs incurred by their being transported to a point wh the invoice can be certified. The association's inqu was made of the General Administration of Customs Mexico and the ruling was made by the Mexican Gove ment.

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AS THE EDITOR SEES IT

BUILDING FOR THE FUTURE

WHILE nothing should be left undone which good business demands should be done to handle the efficient operation of a store from day to day, the merchant should have vision. He should not be entirely preoccupied with the plans and details of today but should give a little thought for his store tomorrow. If a business is to grow steadily and expand to include an ever widening circle of customers, the policy of the store must not overlook this potential patronage. This long view of trade is given a good deal of consideration by practically all of the largest and most progressive stores. And it is given attention because it is allied with profits. No store is so well managed that the management cannot be improved. Even in the best conducted stores many things are but imperfectly done when they should be more efficiently done. But not many of these things are so closely related to profits as the long view of building for the future. And this is so because of a very simple reason. The reason is, that a pleasant store to trade in will always be preferred by the majority of customers.

THIS long view, this utilization of the opportunities of today to assist in building business for tomorrow, cannot be put into force very well through even the best thought out policy of the management. It requires the hearty and constant support of the salespeople in the store. Good salespeople are fully aware of the significant value of this phase in modern retail merchandising. But there are a very large number who, judging by their manner, are certainly not. It is always profitable to show all customers every consideration and the consideration of courtesy is one which none can afford to overlook. The fact that this or that customer is not particularly agreeable to serve, or that this or that person looks but does not buy anything, has nothing whatever to do with it. The obvious fact that here is a prospective customer in the store should be sufficient evidence to every salesperson to "treat 'em right." And if you treat them right, you make the store an attractive shopping center, not only selling merchandise but selling the utmost in agreeable service with it.

THE human equation figures to a very large extent in merchandising. Any person who has bought or sold goods should perceive this. And perceiving this, it would seem that any one possessing the intelligence to sell goods should carry it out as a logical essential in handling customers. But a good many don't. Perhaps they are careless and not enough interested in their work to think of anything but writing sales checks. These square pegs in round holes will never fit as they are. But I am inclined to believe that there are not so many square pegs as is commonly supposed; that the so-called square pegs are misfits, not through any defect in selling ability or personality, but because they lack a proper appreciation of selling. Selling goods at retail or otherwise is more than a 50-50 psychological transaction. This means that the majority of goods are sold not on price alone, but on the agreeable personality and intelligent sales talk of these who distribute merchandise to the public. If you run a cheap-skate store you can cut out building for the future with less injury to your business. But you can't get away from good humor in selling if your store happens to be on a little higher plane. Philosophy is needed in selling. Almost all experienced salespeople acquire it. All efficient salespeople must possess it. Only those salespeople who fail to acquire this selling angle from the customer's point of view by experience, are square pegs in round holes. If they don't know, teach 'em. If they can't learn fire 'em and build for the future.

The "Ear-Marks" of a Good Salesman

Process of Weeding Out Inefficient Trade Builders Important Factors in Reviving Business Is Opinion of Well Known Sales Manager—Here Are Some of His Ideas on Better Salesmanship and Some Reasons for the Failures

GOOD salesmen and a return to proper selling methods are vital factors in producing the long desired revival of business, according to the sales manager of a large selling staff. The present state of business, he said recently, is bringing home more forcibly to the heads of manufacturing and wholesale firms the need of a reorganization of their selling staffs to meet the requirements which were necessary before the war, in order to market their products successfully, and the next twelve months will still more strongly emphasize the importance of this reorganization.

There must be some sound reason, he continued, why many thousands of men, whose vocation during the last five years was that of salesman, are now out of work During the war, the usual army of salesmen was augmented by many men from various ranks, whose drifting into the selling game was unwarranted. Most of these men made good to some degree, because of the great shortage of merchandise in all lines, the extravagant method of living and the overnight wealth, all of which contributed toward easy money and easy sales.

It did not take long, after the armistice was signed, for the process of elimination to begin and thousands of these men began to ask themselves why they were not making good. It just happened. They did not seem to know why they were out of jobs or why they were not able to produce, but, almost at the same time, thousands of these men started drifting. The process of elimination is not yet over. There are still many salesmen who are in the wrong vocation and also have not yet "got on" to themselves as to this fact.

What should suggest itself as the proper line of demarkation between the "before-the-war" salesman and the type which secured easy sales during the war period? First, an intimate knowledge of the lines which they represent and which can only come to a man through long experience in the line. We must go even a step further—long experience in a line alone is not enough. There must be a concentrated absorption on the part of the salesman of the "why and wherefore" of his merchandise and a certain inquisitiveness that must be ever present so that the last detail will be properly mastered.

Too much dependence is being placed by salesmen on the idea that the "strength" which a manufacturer has put into his line should be easily recognized by the buyer and that this will of itself consummate a sale. Unless the salesman knows his line down to the last detail and this is brought out to the buyer, the hidden merit of the products of the manufacturer is lost, that certain something of which the heart and soul of the manufacturer has gone into, but which a hasty examination does not disclose.

The result is that, from year to year, an increasing tendency is being shown on the part of retail stores to recognize an article only by its price, regardless of its intrinsic quality. In other words, that particular article must emphasize itself almost immediately as something cheap. This is where real selling must enter, a fact that has not received the proper attention, more from ignorance than desire.

I claim this condition has reacted not only against manufacturers, but has been the means of impairing the merchandising methods of many of the large stores and of inclining the public to price purchasing.

Furthermore, the greatest fault that I have found in the average salesman, through personal knowledge and observation over many years, is that he permits himself to be guided in the covering of his territory by the ideas of a few of his good customers. I mean that, in a large number of cases, a salesman becomes very friendly with one or two accounts and this friendship, and possible attachment, has influenced the salesman on local conditions, the possibility of booking business and the proper time to cover his territory. In fact, I have found he gets into the habit of only quoting what this or the other fellow said, these being a few good accounts, in explaining the relationship of the many accounts included in his territory.

If a salesman would remember that, over any given territory, he usually serves several hundred customers, and try to gauge his viewpoint from the best requirements of selling these several hundred accounts, rather than have his judgment warped by what a few accounts tell him, he will be far better off in the long run.

We have found that "star" salesmen do not exist any more and that we have recruited our very best men from those who have worked their way up in our company from the ranks. Through steady progress they have absorbed the proper requisites of a substantial knowledge of the business, have coupled this with energy and enthusiasm and have gone out and made good.

Another great fault that is evident in a considerable number of salesmen is that they assume to know what the buyer does or does not want to purchase. The guessing of what a retail store wants to buy is not a part of the salesman's job. It is entirely up to the manufacturer to guess just what will be the best selling goods for the coming season. If more salesmen would forget the idea that they know what their customers want, and would give the buyers a little more credit for knowing themselves what they desire, then many more sales would be effected.

After all, if a manufacturer wanted to work out his lines according to the ideas of the salesmen, instead of producing as diversified an assortment as most high grade

nufacturers do, he would save many thousands of lars and bring his lines down to a minimum. But, m general experience, manufacturers long ago dis- ered that there is no way of guessing just what the erican public wants and that the only way to secure od business is to bring out as wide a range as possible fit in with the individual needs and ideas of stores ttered all over the country.

Here's the big point for the salesman: Don't assume much as to what your trade wants, but show your , show it complete, every sample. Let your buyer he judge, and it will surprise you to see the many sales will be effected on lines that you did not think they uld need.

s a final word, I have come to the conclusion that re is no cut and dried way to recognize a good sales- n. It's as wide a guess as "guessing the horses." All an executive can do is to try and come to the same ision that a buyer would come to on being solicited salesman. Has he a good personality? Does he look est and is he liable to give a square deal? Is he a ker and does he ring true blue? These are the vital s and the only real ones that can be made in the tion of an applicant. Having these qualities, coupled h hard work and an intimate knowledge of the line, salesman should be well on the way toward results.

The Belgium Glass Industry

special glass, work still continues at the Glaces de ox, at Courcelles, Fauquez, and Gilly. The "Ver- s et Produits Chimiques du Nord" have now re- ed the manufacture of sodium sulphate, which had stopped entirely for some time so as to enable their mulation of stocks to be sold. The production, which e present moment is about 200 tons per month, will tly be doubled. The works have received numerous rs for glass from South America, and a second fur- will be working again in a week or so. In bot- and hollow ware in the Borinage district the "Ver- du Boussu" is still at a standstill, but it is stated the directors intend to reopen the works shortly. At ppes work has again stopped; the dispute between management and the hands on the score of irregu- in production is, however, assuming a more con- ory tone, and a resumption of work is hoped for At St. Ghislain, owing to the dismissal of a cutter, ands struck, but they have now returned to work, ugh the man discharged has not been reinstated. e center of Belgium, St. Laurent is also still closed. al-St. Lambert a fourth furnace has been rekindled, so far, no date has been made public as to the re- tion of work. A furnace is also being rekindled at "Verrerie Van Steenacker," at Vaux-sous-Chevre- , and yet another has been relighted at the works elhaize-Dethier in Chénée. This firm is also going d flasks and bottles to their former production of w ware. In the bottle branch the situation continues y. The furnace at the "Verrerie Evenve Lion," at ge, has been reconstructed; it has eight pots now in- stead of four as before. At the "Verrerie Ouvrière de Fraire" various important alterations are also being carried out, and a furnace with from 12 to 14 pots is to be constructed.

The French Glass Industry

Generally speaking, it may be said that there is an improvement in the French glass trade. According to notes to hand from different districts, we learn that at Pont-St.-Pierre (Eure district) glass factories report a satisfactory amount of work. Similar reports are to hand from Givors. In the Saone and Loire region work is very brisk at glass firms, and almost all concerns report a recovery of work. The glass works at Creil has rekindled a second furnace. French disputes are reported, as, owing to a reduction in wages, hands have ceased work at the Verrerie de Brardville, at St. Lazare (Dordogne); at Rambouillet, as the directors have refused to increase their wages, all the blowers have struck at the "Société Anonyme des Verreries d'Arleux et de Rambouillet"; the directors, in return, have decided upon a lockout, and 125 hands are now out of work. In the Sarre, on the contrary, the strike at the "Verreries Hirsch & Hemmel," at Fenne, has come to an end.

The German Glass Industry

Glass firms report that enough orders are now on hand to keep them busy for several months. Orders from abroad are coming through steadily in spite of the lack of equilibrium still existing between prices in the home and foreign markets, and exports of this kind of glass are also increasing. The production of the glass works in the west of Germany has been reduced owing to accidents which have occurred at the two largest furnaces in Sulzbach and Witten, where a strike has prevented the resumption of work. After a strike lasting thirteen weeks, work in the blown plate-glass works has been resumed at Fürth on the basis of a weekly wage of Mk. 1,265 per job. The demand for hollow ware still remains very heavy, except as regards so-called "quality" lines, i. e., high-priced lines. In cut glass the home demand has fallen off, and export business is becoming difficult owing to the constant increase in the costs of manufacture, so that it is becoming increasingly difficult to compete with foreign products in the world's markets. The demand for bottles is so large that orders are now only being accepted for delivery at distant dates. Supplies of raw materials are satisfactory with the exception of fuel and soda. The price of Bohemian lignite is becoming prohibitive for glass works in the south of Germany. Prices continue to advance. The Central German Hollow Ware Syndicate, at Leipzig, has increased the extra "advance charge" at the end of all invoices to 250 per cent. for white and colored goods, and to 275 per cent. for other sorts.

According to Assistant Commercial Attache Donald L. Breed, Berlin, at the end of 1921 the glass industry of Germany was very active, particularly owing to large foreign orders. Inland demands were, in consequence,

only partially supplied. The new export order of the Aussenhandelsstelle, requiring the invoicing of export goods at prices equivalent to those prevalent in the importing country, is expected to affect exports and correspondingly facilitate domestic purchases.

At the close of the year the glass industry in France, Belgium, Czecho-Slovakia, and the Scandinavian countries were reported to be inactive, and this slump increased the business of German manufacturers. With the revival of the industry in these countries it is expected that German production will fall off. The "Glasshuette," one of the leading journals of the industry, states that "particularly Belgian and Czecho-Slovakian competition is making itself felt, though still without any remarkable effect."

Aside from this foreign competition, the industry is at present faced with the difficulty caused by the lack of soda and by the shortage of coal. The "Industrie und Handels Zeitung" claims also that the approach of raw materials and production costs to world market prices is also beginning to show unfavorable effects on the industry. There is, of course, a general upward trend of prices in the industry.

Exports of glass and glassware in January amounted to 12,246 metric tons, whereas in February only 7,748 metric tons were exported. Chief among the glass exports during both months was hollow glass, of which 6,212 metric tons were exported in January and 4,393 metric tons in February. During 1913, the average monthly exports of glass and glassware amounted to 16, 952 metric tons.

How's Business?

Cooler and more seasonable weather, the settlement of the coal strike, improvement in the railway traffic situation and marked progress of the tariff toward completion, are all reflected in the more active trade shown during the current week and Bradstreet's reports that while a great deal of irregularity is still visible in various lines, the big outstanding feature is that American industry is not to be longer starved for fuel, and wholesale and retail trade has also measurably improved.

In the East

In New York a very fair demand is noted in crockery and glassware, imports, particularly of the finer grades are showing a substantial increase and shipments are arriving with more promptness than for some time. Table glassware is in quite active demand and there is also a good demand for lighting glass ware. Housefurnishings are fair. In the toy line business is fairly good and orders are being placed for the holiday season in good amounts. Domestic toys are not moving as well as expected and buyers are reported waiting for German goods. Japanese toys are quite plentiful. In Boston trade is fair. Philadelphia reports that crockery and glassware business is good, prices are firm and the reopening of restaurants with the usual fall increase in city dining room business has resulted in good replacement buying as seashore trade wanes. In Pittsburgh general improvement is noted in all lines and department store trade is active Buffalo reports that trade and collections are fair, industry improving and building very active.

In the West

In Chicago more buyers are in the market and whil retail trade is spotty strike settlements and cooler weathe is improving trade but collections continue backward Cincinnati reports while industry is improving, not muc change is noted in retail trade which continues quie with collections slow. In Detroit wholesale and reta trade is fair with sales averaging a trifle better than las year, employment shows a decrease of about 3,000 me for the week and collections are slowly improving. S Louis reports that trade prospects are brighter, and mer chants in the region of the coal strike are buying mor merchandise than usual. Building is active and colle tions are improving. In Minneapolis trade is quie collections are slow to fair and wheat is low but stead St. Paul reports that wholesale trade is satisfactory, du in great part to the number of outside merchants visitin the Twin Cities during the State Fair, crockery busine is normal but collections continue slow. In Omaha trad is improving, retail trade being benefited by the fa festival but collections are slow.

In the South

In Baltimore a better feeling is noticeable and Se tember promises to be a better month than August wa retail trade is picking up and Southern buyers are mo numerous. Chattanooga reports that cooler weather h stimulated retail buying and dealers in housefurnishin are doing a good business, industry is recovering a building is active. Birmingham reports that trade a industry are fair. In New Orleans factories are on f time, trade is fair but collections slow. Dallas repo that wholesale trade is increasing as country mercha are buying more in anticipation of a good cotton cr Retail trade is fair and collections have improved.

On the Pacific Coast

In San Francisco a general improvement is no in retail trade, country business shows improvement buying is for immediate needs, crops are moving w building is active and collections are fair. Seattle repo trade as fairly active, building continues to make g gains, labor is well employed and collections are fair.

In Canadian Cities

In Toronto trade shows but little change but sentim is better and stores benefited by big attendance at t exhibition, the total attendance breaking all record at 1,372,000. Labor is in better demand than for s two years, building trades active but collections are s Montreal reports manufacturing and industry impro retail trade good, crop prospects are excellent and co tions continue fair.

Challenge Senate Tariff Figures

Challenging the facts presented by the Senate Com tee on Finance as to the profits of importers, the Nati Dry Goods Association has issued a sharp reply to he Administration leaders, charging that the statements pre

ot accurate. The exhibits made during the "tariff sidehows" on the floor of the House and Senate were asailed as not having been a true representation of the acts.

Through the medium of affidavits furnished by the ading New York and Chicago firms, the association insted the committee, in its report of imported merandise and retail prices, had distorted the facts and iven the public an "unwarranted and misleading imression."

Gimbel Brothers charged glaring errors were made the document and that they imported less than 2 per nt. of their purchases. They gave their net profits for ree years (before deducting income and profits taxes id but after giving effect to taxes at 1922 rates) as a futation.

Metal pie plates sold at 29c. were landed 18.89-100c. stead of 10 3-10c., state R. H. Macy & Co.; no berry ts were retailed at $4.75, but the nearest this price which tually sold at $4.89 cost $2.50 instead of $1.64; an uminum saucepot sold at $1.24 cost 70c. instead of 40c., is firm also alleges.

Affidavits from F. A. Schwarz state that a German doll lling at $4.50 cost $2.23 instead of $1.10; that a rubber ll bought in the United States and not imported cost c. and not 15c.; that a German building toy also bought the United States and not imported cost $1.90 and not c. as stated.

Tail-Order and Chain Store Trade in August

Following will be found a summary of sales of mail-order uses and chain stores for August and eight months, with nparisons:

Mail-order	*Aug.*, 1922	*Aug.*, 1921	*July*, 1922
Sears-Roebuck	$12,156,190	$12,477,430	$12,244,961
Mont. Ward	5,552,906	5,483,413	5,110,163
Total	17,709,096	17,960,843	17,355,124
Chain Stores			
F. W. Woolworth	12,959,756	11,640,739	12,557,490
S. S. Kresge	5,122,069	4,311,258	4,900,828
S. H. Kress	2,224,772	2,191,202	2,249,523
Saulte	1,905,223	1,660,321	1,836,729
Total	22,211,820	19,803,520	21,544,570
Grand Total	39,920,916	37,764,363	38,899,694

The total sales for August reflect a gain of 2.6 per cent. over those for July and 5.7 per cent. over those for August last year:

Mail-order	*Eight mos.'22*	*Eight mos.'21*	*Change p. ct.*
Sears-Roebuck	$106,904,376	$112,569,004	D 5.0
Mont. Ward	52,463,540	46,982,968	I 11.6
Total	159,367,916	159,551,972	D .1
Chain stores			
F. W. Woolworth	95,731,320	84,613,561	I 13.3
S. S. Kresge	36,921,258	32,568,655	I 13.3
S. H. Kress	17,489,564	16,890,184	I 3.5
Saulte	13,891,015	12,792,599	I 8.6
Total	164,033,157	146,864,999	I 11.7
Grand Total	323,401 073	306,416,971	I 5.5

Toy Imports Increase

While there is still a strong feeling against the use of German toys in some quarters, they are being imported in quantities greater than ever before, according to Fletcher D. Dodge, secretary of the Toy Manufacturers of America. In the month of May, 1914, Mr. Dodge says, $120,000 worth of dolls found their way into this country. In the same month, 1922, $130,000 worth of dolls were imported. Other toy importations in May, 1914, amounted to $346,000, and in May, 1922, toys amounting to $522,000 reached this country. The Japanese toys, for many years thought to be exceedingly cheap, no longer find business here, the German toy makers having forced them out of business, he says. Letters are often rceeived by the toy association asking in which stores only American toys are sold. These letters are mostly from women, who express a great dislike for German toys.

British Exports and Imports

The foreign trade in British products for the month of June, 1922, shows a considerable increase in pottery exports to the United States compared with the figures for May. The complete list as compiled by the *Pottery Gazette* of England follows:

Exports of China Earthenware and Glassware	Month Ended June 30 1921	1922
	cwt.	
Pottery:		
To Germany	2	32
" France	2,395	8,949
" U. S. A.	6,643	34,671
" Brazil	1,569	7,575
" Argentine Republic	6,189	14,283
" British South Africa	7,625	11,957
" British East Indies	7,120	15,515
" Australia	6,073	10,241
" New Zealand	2,431	5,950
" Canada	9,531	48,993
" Other Countries	37,731	128,864
Made up as follows:		
Porcelain, Chinaware, and Parian	567	1,415
*Jet, Rockingham, Samian and other Glazed Earthenware (except Terra-Cotta Ware)	26,157	55,782
†Stoneware and Terra-Cotta Ware and Unglazed Red Pottery, Brown and Yellow Ware	39,548	179,195
Glass:		
Illuminating	381	416
§Domestic and Fancy	799	765
Bottles and Jars ....gross	12,513	28,651
Imports of China, Earthenware and Glass		
Pottery:		
Porcelain, Chinaware, and Parian	697	782
All others	8,469	21,194
Glass:		
Illuminating	3,777	10,088
§Domestic and Fancy	27,143	35,505
Bottles and Jars ....gross	85,693	105,121

* Including glazed terra cotta ware prior to 1922.
† Not including glazed terra cotta ware prior to 1922.
§ Including cooking utensils, table glassware, ornamental glassware.

Re-Exports of China, Earthenware and Glass		
Pottery:		
Porcelain, Chinaware, and Parian	168	48
All other sorts	22	202
Glass:		
†Domestic and Fancy	208	381
Bottles and Jars ....gross	340	419

† Including cooking utensils, table glassware, ornamental glassware.

Glass and Pottery in Greece

A recent report states that there are four factories for the manufacture of glass and pottery with up-to-date plants in Greece. As regards glassware, Czecho-Slovakia is again to the fore in this market, and is exporting considerable quantities of low-class fancy glass goods to Greece, at very low prices.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

A REMOVAL this week is that of the Roseville Pottery Co., which is moving from Fiftieth Street and Fifth Avenue to 292 Fifth Avenue, where it will occupy the entire second floor. Local Manager F. D. Van Arsdale expects to have everything in apple-pie order ready to greet the trade by next Tuesday.

Harry L. Seixes, traveler for Edward Boote, left on Monday for his regular fall trip. After making Philadelphia, Baltimore and Washington this week, he will make his territory through the west.

At a meeting of the Shriners in Atlantic City last week, where several Eastern Temples were guests of Crescent Temple of Trenton, N. J., the members of the trade who were represented in the delegation that attended were Chas. L. Postley, Chas. J. Dela Croix and Arthur Everts.

Mr. Shumacker, formerly buyer for Tepper Bros., Plainfield, N. J., has been engaged by Abramson's, the new department store previously mentioned, which is soon to open at Flushing, L. I. He has been calling on the local dealers this week placing orders for the firm.

S. A. Keegan, office manager for Cox & Company, is feeling particularly jubilant these days. It's a boy and he arrived almost simultaneously with the removal to a new house which Mr. Keegan had built at Bayside, L. I. Both mother and son are doing nicely.

After being back in New York scarcely long enough to get his bearings after summering at Fourth Lake in the Adirondacks, Fred D. Farrell, traveling representative for Alfred G. Moment, left on Wednesday for a trip through the middle west.

Miss Mabel Kastor, the efficient office manager for J. H. Venon, Inc., is spending a two weeks' vacation at Asbury Park, N. J.

Ernest Mayer, president of the Mayer China Co., Beaver Falls, Pa., arrived in town on Tuesday to spend a few days, principally to talk over local conditions with the concern's representative, E. W. Hammond.

Samuel Sorensen, buyer for the Poole D. G. Co., Springfield, Mass., made a brief visit to New York this week to place a few special orders.

Robert Slick, who recently engaged as buyer for the G. M. McKelvey Co., Youngstown, O., made a flying trip to New York the latter half of last week to make purchases for a special sale that he contemplates running soon.

The Royal Copenhagen Porcelain Co. is removing this week from its present location at 615 Fifth Avenue to its beautiful and commodious new establishment at 21 West 57th Street, where it will occupy the store floor and basement.

Maddock & Miller Commemorates Warren's Service

In appreciative recognition of a quarter of a century of faithful and highly efficient service with their firm, Maddock & Miller, Inc., the well known importers of English wares, presented to Frank S. Warren, manager of their China Department, a complete dinner service, in the beautiful " Portia " pattern, one of the Royal Worcester factory's finest productions.

The set was especially ordered for Mr. Warren in September, 1921, which time marked the completion of his being with the concern for 25 years, but was only delivered last week. On the back of each piece, artistically arranged around the Royal Worcester trade mark in script appears, " Presented to Frank S. Warren by Maddock & Miller, Inc., New York, and made expressly to commemorate 25 years of faithful service, 1896-1921."



FRANK S. WARREN

Mr. Warren started as a boy in the pottery business with the old firm of Burrows & Montford, Trenton, N. J., later rising to the position as manager of their New York office. His next connection in the business after their

lure, was with his present firm, with whom he has risen a place where he is considered one of the best posted n on English china in this country.

Westmoreland Glassware Graces Table of U. S. Consul

An order recently received by the Westmoreland Specialty Co., Grapeville, Pa., was very complimentary to the glassware manufactured by this well known factory, for it was for no less an important purpose than for adorning the table of the Hon. Cyrus E. Woods, U. S. Ambassador to Spain, at the U. S. Consulate at Madrid. The Ambassador personally selected a complete glassware service in the concern's Colonial pattern. The ware has been very much admired and commented upon at diplomatic dinners and other special functions.

Herman C. Kupper Moving

By the end of this week Herman C. Kupper, the well known importer of Ahrenfeldt china, formerly for many years at 52 Murray Street, will complete the removal of his sample rooms and offices to the Miller-Kupper Building, 39-41 West 23rd Street, where the concern will occupy part of the store floor and the entire third floor of the building. Mr. Kupper expects to have all his samples in place and everything ship-shape within a few days.

Buyers In New York

SEPTEMBER 14, 1922

C. H. Sharpe, glassware, J. N. Adams Co., Buffalo, N. Y., 16 West 39th Street

F. M. Keller, mdse. manager, Kaufmann's Dept. Store, Pittsburgh, Pa., 1261 Broadway.

W. Behringer, housefurnishings, china and toys, Hess Brothers, Allentown, Pa, 220 Fifth Ave. (F. Atkins).

J. H. Anstead, lamps, Wm. Hengerer & Co., Buffalo, N. Y., 16 West 39th Street.

W. Munro, china, lamps, toys and housefurnishings, C. H. Gilliard & Co., Colorado Springs, Colo., 3 West 29th Street (P. S. Farmer).

Mrs. J. C. Nourse, lamps, Woodward & Lathrop, Washington, D. C., 370 Seventh Ave., Room 1701.

R. J. Orr, toys, china and housefurnishings, Hager Bros., Lancaster, Pa., care D. G. Alliance, 404 Fourth Ave., Herald Square.

W. F. Daly, housefurnishings, Barnard, Sumner & Putnam Co., Worcester, Mass., 404 Fourth Ave., care D. G. Alliance.

SEPTEMBER 15, 1922

W. W. Taylor, housfurnishings, D. M. Read Co., Bridgeport, Conn., 404 Fourth Ave.

L. J. Wagner, toys, J. N. Adams Co., Buffalo, N. Y., 404 Fourth Ave.

W. H. Rowley, toys, Topkis D. G. Co., Middletown, N. Y., care E. Fox, 105 Grand St.

Mrs. C. B. Capps, gift merchandise, J. L. Brandies Sons, Omaha, Neb., 212 Fifth Ave.

M. Leary, toys, Forbes & Wallace, Springfield, Mass., 240 Madison Ave.

SEPTEMBER 16, 1922

H. Adler, lamps, Newcomb-Endicott Co., Detroit, Mich., 200 Fifth Ave., Room 1150.

SEPTEMBER 18th, 1922.

Z. Anderson, toys, McClintock-Field Co., Ashland, Ky., 256 Fourth Street.

S. M. Wilkes, R. R. Nickles, housefurnishings, china and glassware, S. M. & E. H. Wilkes & Co., Laurens, S. C., Hollywood.

W. M. Sporborg, mdse. manager, D. B. Loveman Co., Chattanooga, Tenn., 1150 Broadway (Baer & Lilienthal).

(*Continued on page* 31)

OBITUARY

William R. Strobel

The passing of William R. Strobel, vice-president of the Strobel & Wilken Co., on Thursday, September 7, has been received by the trade, among whom he was highly esteemed, with genuine regret. The suddenness of his passing came as a great shock to his business asso-



WILLIAM R. STROBEL

ciates and friends in general. He had been enjoying his customary good health, with the exception of suffering occasionally with headaches, and on the day of his death he was at business and attending to his regular duties. He left the office at the same time as usual and stopped in to see his barber on his way home. Finding him busy, he asked him to come to the house later. The barber found him in jovial spirits and apparently in perfect health, but when he went to arise from his chair he experienced difficulty in doing so. Feeling that something was wrong, the barber summoned aid. He lapsed into unconsciousness soon after and died five hours later. Mr. Strobel, who was 62 years of age, was born in Cincinnati,

(*Continued on page* 30)

Drakenfeld Adds Well Known Chemist to Staff

The recent announcement of B. F. Drakenfeld & Co., well known color and supply house to the pottery and glass manufacturers, whose headquarters are at 50 Murray Street, that Dr. R. R. Shively, one of the country's most celebrated expert chemists, had accepted the position of chief technologist with the concern undoubtedly will be received by the manufacturers with great interest, for many of them are already familiar with Dr. Shively's unusual ability. They will also appreciate the Drakenfeld Company's progressiveness in securing a man of Dr. Shively's calibre whose connection with them means still a further stride upward in Drakenfeld service. Being

(*Continued on page* 30)

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By

M. K. ZIMERMAN, REPRESENTATIVE

THE result of the referendum vote cast by members of the National Brotherhood of Operative Potters will not be announced until the end of the week. Sept. 16 was the last date for the receipt of the vote of the various locals. On account of head officers being in Atlantic City attending the wage conference in the sanitary trade, the generalware vote could not be canvassed officially until their return. Should the result of this vote turn out to be "unfavorable," meaning the rejection of the offer of the manufacturers to continue the present wage scale, and authorizing officers to stand for the demand made at the Cleveland conference for a 7 per cent increase in wages, then eight local unions can petition for another referendum election to leave the matter of a new wage scale entirely in the hands of the executive committee.

Should there be no interruption in the generalware potteries, the signs point to an unusually active season in all plants. The coal and rail differences have been adjusted, and the tariff bill seems to be in a fair way of being settled at an early date. The situation, therefore, is rounding out just as one of the manufacturers intimated several months ago, that "when these three problems are adjusted, then the generalware industry will enter upon a boom period not heretofore experienced."

Frank Ransbottom, one of the owners of the Ransbottom stoneware pottery at Ironspot, O., a suburb of Zanesville, is at the head of a movement to erect a new hotel in Zanesville at a cost of $350,000.

In order to increase the production of its clay shops, the Shenango China Co., at New Castle, Pa., has added a number of additional jiggers to its battery, bringing the total number up to 27. This is an increase of four, and was caused by the increased demand for this line of vitrified hotel china. In the making of some items in this shop, the firm combines the casting and jiggering process, a rule not followed in any other generalware or china plant in the country. The result of the plan is a better grade of merchandise.

J. W. Mackey, sales manager for the Smith, Phillips China Co., is due to return to the factory next week from an extended western trip.

Construction of the foundation for the new 11-kiln plant of the Owen China Co., Minerva, O., has begun, and when this plant is ready for operation the output of the interest will be doubled, General Manager Charles W. Foreman. With this new unit completed, the company will make a special feature of open stock dinnerware for the department store and jobbing trade. This year, however, the Owen China Co., has been serving the department store trade, but increased efforts along this line will follow the opening of the new plant.

Although from time to time Florida clays have been used by the generalware pottery manufacturers, numerous samples of new deposits have just been forwarded to Cornell University, for analysis. While Florida ball clay has been used for years from time to time, it is said that a new deposit of kaolin has been discovered, and if analyses prove satisfactory, extended use of this clay will no doubt follow.

Construction is progressing rapidly on the new office building for the Thompson Pottery Co., and it is believed this space will be ready for occupancy within the next six weeks.

Considering the western district as a whole, the receipt of new business is on the increase. The larger potteries are working at about capacity, or as nearly so as possible, and the smaller ones are showing an increased production. The experience of the manufacturers in past years at this season is being duplicated, and those buyers who asked that orders be held up when they were in the market early in the summer are asking that such specifications be reinstated. Wires continue to be received by some manufacturers inquiring when shipments will be made. Considerable new business is being put on the files, both from salesmen who are now on the road also that received direct by mail. Every indication points to a most active season from a manufacturing standpoint providing, however, there is no interruption caused by labor. Along this line, an optimistic view is being entertained, until the referendum vote is canvassed at least.

An unconfirmed rumor is heard in this district, relative to the probable erection of a new generalware pottery. It may be that definite statements will be forthcoming within the next two months.

Clarence Levy, the well known pottery buyer out of Brooklyn, has returned east after spending several days in this district. He was accompanied by Mrs. Levy, who was formerly Miss Adele Rowland, and who has achieved no small fame as an actress. This was the first visit of Mrs. Levy to the pottery district.

Samuel Morley, for many years associated with the Sebring Pottery Co., of Sebring, O., has been selected

eneral manager for the new seven-kiln plant now being ected near Sebring by the Sebring Pottery Co.

One of the prizes offered at the York State Fair held few days ago at Syracuse, N. Y., was a complete china nner set offered by the Onondago Pottery Co.

Receipt of coal for boiler and kiln purposes in the ast Liverpool district is increasing because of the im-oved conditions both in the rail and coal situations. veral plants hereabouts were unable to obtain sufficient al for boiler purposes, and quick change was then made natural gas.

The new plant of the Syracuse Pottery Co., Amboy, Y., has been placed in operation, the main production ing flower pots. The first kiln will be fired off within e next 10 days.

Bert Baer, of New York, was in the Sebring district t week ordering fall and winter requirements. He s accompanied on this western trip by Mrs. Baer.

With a capital stock of $25,000, the Williamstown, (W. Va.) Pottery Co., has just been incorporated by Jn D. Sweeney, Leslie W. Lump, B. H. Govell, Jones Pyatt, R. B. Bunner, John W. Wells and George ss, Jr. It is the intention of the company to manu-ture a line of art ware.

General Ware Pottery Workers Vote to Strike on October 1

Following a joint conference between the Labor Committee of the United States Potters' Association and the executive board of the National Brotherhood of Operative Potters, held in the Potters' club, September 19, it was announced that a strike in the general branch of the industry on October 1 was inevitable. Of an approximate membership of 7,000 in the Brotherhood, 2,731 voted to strike and 1,038 voted to remain at work. This means that approximately 39 per cent. of the membership of the Brotherhood controlled the situation, as a two-thirds majority of the vote cast was necessary to create a strike situation. Again, the strike vote showed a majority of 218 over the necessary two-thirds. The present agreement between the United States Potters' Association and the Brotherhood expires October 1. The referendum vote indicated the approval of the trade to stand pat on the compromise demand, made at the joint wage conference in Cleveland, for a 7 per cent. increase in wages after the manufacturers offered to continue existing agreements.

"A strike is inevitable," declared W. E. Wells, chairman of the manufacturers' labor committee, following the joint conference Tuesday afternoon. "About 39 per cent. of the membership of the Brotherhood controlled the situation." No official statement concerning the future plans of the manufacturers was issued following the joint conference.

A READY SELLER

Blue and White Canton China

Complete stock for immediate delivery at pre-war prices

Also Gold Medallion Nankin and Chop Suey China. Porcelains for Lamp Mounts. Etc. Write for Price List



Blue Canton Dinnerware

SOY KEE & CO.

Direct Chinese Importers

7-9 Mott St. Chinatown New York

Third Avenue "L" to Chatham Square, or East Side Subway to Worth Street or Brooklyn Bridge.

HENRY WITTE

24 West 23rd Street New York



Splendid line of Lead Blown Glass—plain as well as optic. Large Variety of Cut Patterns—from lowest to highest grade.

Decorated lines—Gold Bands, Incrusted Gold and Relief Gold.

Also an Absolutely New Creation in Cut Glass

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

BUSINESS, so far as the glass trade is concerned is making progress when the present obstacles which face it are taken into consideration. There is no attempt being made at over production and manufacturers of all lines of glassware have been showing a desire to work on orders as close as possible. Glass manufacturers are not being carried away or deceived by any rush of increased business following the adjustment of the coal and rail strikes. Business in the glass trade has been, during the last months, artificially interrupted, and the effort to readjust itself to where it normally would have been at this season of the year might well deceive the unthinking.

There are about 500 people employed in the china and glass decorating shops of the country, and they held their second annual national convention in Jeannette, Pa., last week.

It may follow that the ultimate passage of the tariff bill will cause some cancellation of glass orders placed abroad, and should such happen to be made a matter of record, then the factories of the United States will without question be called upon to substitute different lines. Buyers of china and glass departments have been paying close attention to the tariff situation, and according to factory sales managers here the opinion is current that more or less import business is bound to be cancelled. It has been recalled that some buyers who were abroad earlier in the season, placed orders with the understanding that such business would be subject to cancellation unless delivery was guaranteed by a certain date, or in case the merchandise was not received before the new tariff bill became a law.

George F. Collins, for many years engaged in the glass business in this district, but in more recent years head of the general ware plant at Sapulpa, Okla., has closed a deal whereby he has secured the controlling interest in the Hutton-Bates Glass Co., at Poteau, Okla., effective Oct. 1 next. Mr. Collins visited the offices of the Glass Association here last year.

The general offices of the Macbeth-Evans Glass Co., in the Chamber of Commerce Building has issued an order to increase the production at its plant in Elwood City, Ind. The order means that the entire Elwood plant will now be placed on a production basis.

It is currently believed here that the glass manufacturers in all the West Virginia district, who have faced an acute scarcity of sand for some weeks will now find relief inasmuch as the rail problem has improved. However, the manufacturers in the Morgantown section sent representatives to Washington for the purpose of obtaining a revision of the priority ruling effective on the Baltimore & Ohio road, which would permit the loading of glass sand. All glass manufacturers in the Morgantown and Fairmont territory are associated in the effort to have the order lifted.

Following an extended idle period, during which time many improvements were made, the plant of the Co-Operative Flint Glass Co., Beaver Falls, Pa., has resumed operations. One of the improvements includes the erection of a large blast fan.

New York State salesmen for local glass factories have reported that E. W. Edwards & Son, who operate department stores in Rochester and Syracuse, N. Y., and who recently acquired the Main street department store in Buffalo of H. A. Meldrum Co., Inc., plan a $200,000 extension. The addition will permit, it is believed, the enlargement of the china and glass department.

So far as local retail trade is concerned, china and glass departments in the department stores show increased activity. Throughout the months of July and August, there was a tendency to force business, through the medium of special sales, but today the straight rules of merchandising are being followed to a greater degree. The entire general line of glassware appears to be in favorable request. Inquiries concerning holiday lines are being received occasionally.

A small electric portable which has been made a leading feature by the Pittsburgh Lamp, Brass & Glass Co., is now being made a big feature throughout the Ohio county fair circuit. Large displays of these portables are being made, and the item is given to the "lucky" holder of a ticket corresponding with a number where the indicator on a wheel stops. Hundreds of these portables are being put out weekly in this manner, the concession men buying them from the company direct.

Following a shut down of six weeks, the plant of the New Cumberland, (W. Va.) Glass Co., has resumed operations. A. F. Bishoff, former general manager for the company has resigned to go to Huntington, W. Va., and he has been succeeded by A. R. Warner, formerly associated with the glass business at Jeannette, Pa. Mr. Werner was also at one time associated with the United States Glass Co., in factory management.

Increased activity has been reported in the glass factories in the Morgantown, W. Va., district. The new 40-ton tank of the Star City Glass Co. has had the fires lighted under it, and in addition the factory of the Paramount Glass Co., at Star City has also resumed operations after a brief idle period.

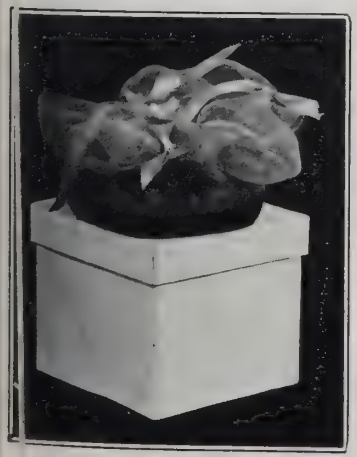
Wicke Honored by Business Associates

Victor G. Wicke, operating head of the Imperial Glass Co., Bellaire, O., and Mrs. Wicke were guests of honor at a dinner served in the Christian church at Bellaire last Saturday evening, by employes and officials of the corporation in honor of their return home from an extended European trip. More than 150 guests attended, including President William P. Clarke of the American Flint Glassworkers' Union, and Harry H. Cooke, assistant secretary-treasurer of the same organization. James P. Anderson, veteran Bellaire newspaperman and attorney, was toastmaster.

Mr. Cooke related his experience 20 years ago when in Bellaire and an employe of the Imperial. He said that the relation between the Imperial Glass Co. and its employes was always the same—the same as was in evidence at the festal board.

When Mr. Clarke returned from a three months' trip through Europe a year ago, he also was entertained in Bellaire, and he had not forgotten that event. "I am hopeful that out of this splendid gathering of employes and employers, there shall be a spirit animated among other employers and employes to meet as we meet," Mr. Clarke said in responding to a toast. "There is much good that can come from a meeting of this kind and no harm."

Only brief reference was made by Mr. Wicke to his trip abroad when he spoke. His remarks, however, referred to conditions which confront the employes of the Imperial and the factory management. He also observed that factory conditions in Germany, France, Spain and England would in no way compare to those of the United States.



Carney's Rose Sachet Bags

A beautiful Chiffon Bag filled with Rose Buds and Leaves

The delightful fragrance in this Rose Bag was produced after several years' experimenting—trying to produce a perfume for Sachets that is lasting.

Through a process of freezing this fragrance is developed, and will last from three to five years. This Rose Sachet makes a very acceptable Gift. Write for sample and prices.

CARNEY ART CO.
Butte, Montana

HAND PAINTED
MADE IN JAPAN

For The Fall Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

New Pittsburgh Portables Attract Attention

Interest of considerable extent is being manifested by the trade in the new lamps from the Pittsburgh Lamp, Brass & Glass Co., recently added to the concern's attractive exhibit, at their New York salesroom, 35 West 23rd St., by local manager Charles Kraft. Nothing, perhaps, in lamps has attracted more favorable comment in a long while, than the factory's new Astra glass portables, an achievement in glass manufacture of which the concern has reason to feel proud. Made in a rich, dark green, with powdered gold effect, it is one of the most beautiful creations imaginable and lends itself ideally to the use of mounting for lamps. The glass is made in plain vase shapes, richly mounted in Japanese bronze or gold and fitted with silk shades in Tangerine and black, altogether giving a most striking effect. In addition to this, they are showing a complete line of popular priced lamps with metal bases and hand painted shades, which promise to outrival all past productions. A feature that is at once noticeable in this line, is the excellent taste and artistic quality of the line throughout, such as is usually only found in lamps selling at a much higher price. There are a variety of designs shown, nearly all of them departing from the usual styles seen, both in bases and shades. Among the new finishes introduced are Pueblo bronze, Barbediene, silver and blue, a new Japanese bronze, Nile green, and Venetian bronze. The shades embrace woodland, marine, sunset and floral decorations. Still another very recent contribution to the display, is a new showing of office desk lamps, bringing out a new patented feature, that will undoubtedly be very much appreciated. There are no holes through the shades whatever, they being held in place by a small metal binder. These are shown in appropriate plain designs, in both single and double styles in different shapes and sizes. They come packed in special cartons of one each.

Colored Novelties in Glassware

Prominent among the new things in fancies on view in the salesroom of the United States Glass Co., 1107 Broadway, of which E. T. W. Craig is the representative, is a very attractive line in satin finish. The shapes are particularly good and the colors include blue, canary, and black in a good range of popular items, such as console sets, flower and fruit bowls, salad plates, comports, handled cake plates, etc. In a satin black finish is shown a novelty in open work glassware in items which include vases, flower, salad and orange bowls and plates. An other very effective line is the "Cut Harding," a fancy number artistically combining color with light and graceful cutting. The motif is a charming daisy and foliage design, nicely executed in Harding Blue and canary colors, and consisting of the most wanted items in short sets for table decoration and luncheon service. All of these numbers are attractively priced with the idea of giving the buyer quick turnovers and the "Cut Harding" line is being featured in 24-piece assortments.

New Offerings from the Copeland Factory

Buyers interested in the unusual, will appreciate the array of beautiful new things being exhibited from W. T. Copeland & Sons, by American manager, S. E. Thompson, at the concern's salesroom, 4 West 23rd St. Nothing more thoroughly pleasing to the eye could be imagined than the "King George 3rd" dinnerware pattern, on the artistic "Marlborough" shape The all over Chintz design, executed in Spode blue, fo which the factory is celebrated, with hand painted enameled fruit, flowers and birds in brilliant contrasting colors of typically Spode type, all done under the glaze, is truly a work of art. The style of the shape and its apple kno in rich enamels, adds still a further note to the quain beauty of this offering. Another pattern, that never fail to attract notice, is the "Spencer," shown on anothe shape of great attractiveness, called the "Regimental. This, too, is an all over treatment that is very differen in coloring and that will appeal instantly to the discrim inating taste. It is a large floral effect, printed in Spod blue, with dark green and mauve painted in, making decidedly rich combination. This decoration is made t harmonize with old English surroundings. The "Jac bean" design, is another treatment that is proving exceed ingly popular. This also employs an all over Spode blu printed design, with birds and flowers in gorgeous colo ing. This is shown in both dinnerware and fancy war A very colorful conception is a Persian design, of an earl period, executed in soft pastel shades, that are quite d lightful. Worthy of particular mention among the di play in rich service plates, is a new production in powd green, which is meeting with great success. The factor has attained a beautiful soft toned effect in this that is distinct achievement. One pattern shown with a har painted orchid center and a gold encrusted border really inimitable.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

PROBABLY the greatest problem now confronting both the retail and wholesale pottery, glass and housefurnishings trade of Chicago is the one of securing shipments of merchandise. This difficulty, however, is not due to the over-sold condition of factories, as it was immediately after the war, but rather to the long drawn-out railroad struggle which has congested traffic and made the movement of merchandise decidedly slow. Now that the Government has taken a hand in the allotting of freight and express cars during the present emergency brought about by the rail and coal strikes, perishable fruits, vegetables and other foodstuffs, along with coal, are being given the preference over other commodities, and consequently the items of housefurnishing must wait their turn for movement. Some retailers have already expressed anxiety over their shipments of Fall and Holiday stocks.

State Street, the biggest retail district in the world, was treated to a great surprise last week when it was announced that D. F. Kelly, for twenty years manager of Mandel Brothers, and one of the most prominent figures in Chicago's business and civic life, would become vice-president and general manager of the Fair, one of Chicago's big popular price department stores, effective January 1. Mr. Kelly has worked continuously from boyhood in Chicago's great stores and has been largely instrumental in building up the business of Mandel Brothers. He felt that the steady growth of the Fair during the past twenty years, as well as the strong financial backing of the store, warranted his accepting the proposition offered. It is Mr. Kelly's belief that the Fair can be made the largest mercantile institute of its type in the country.

The regular meeting of the Glass, Pottery, Lamps and Housefurnishings Association of Chicago was held on Tuesday of last week at Mandel Brothers lunch room. Jim F. Bowman, president of the association, presided over the meeting. Reports of chairmen of various committees were read and this was followed by discussion of proposed plans and arrangements for the Second Annual Exhibit of the association, which will be held beginning February 5 at the Congress Hotel. Application for rooms continue to come into the association headquarters at 9 N. Wabash Avenue. A meeting of the rooms committee for the purpose of alloting the first fifty rooms was postponed last Friday until Tuesday of this week. The finance and publicity committees will meet within a few days to lay out their work during the coming months preceding the show. Twenty-two members and two guests were present at the meeting last week.

Eugene Blum, representative for William G. Mueller, Inc., New York importer of China, spent some time calling on the trade in Chicago last week.

John Hallett, buyer for J. W. Hallett & Son, Carson City, Mich., was in the Chicago market last week. Mr. Hallett is purchasing stocks for the opening of a basement china store in connection with his regular hardware business.

Thomas Butcher of the Central Cut Glass Co. of Wheeling, W. Va., was among the "sample and satchel" men in town during the past week.

Henry Shirley of Maddock & Miller, stopped in Chicago recently while on his way to the West Coast.

William Otte, for some time connected with the housefurnishings business of Chicago and now traveling for an aluminum warehouse, paid a visit to his old friends in the Chicago trade last week.

S. J. Natkin, of the Fair, chairman of the Finance Committee of the Chicago association, has called a meeting of his committee for this week to plan the financial policy of the association. Other members of the committee are Walter B. Andrews, Harry Kelly, A. H. McAnulty, Hugo Pick, Peter Rinkin, and Lewis H. Simpson.

The Annual Round-Up and Rodeo for Good Fellows, or better known as "Pete" Rinkin's annual outing for the Chicago trade, was held last week-end at the Boston Store's Recreation Farm, Lake Buelah, Wis., This event, like in former years, is the big social feature of the Summer for the Chicago trade and all who could possibly be on hand were there. Fishing, boating, baseball and some less strenuous but more exciting games were part of the amusements offered. A big delegation left on Friday night and another crowd followed Saturday morning. The party was well attended and declared by all even more enjoyable than Mr. Rinkin's previous successful outings.

The Chicago Gift, Art Wares and Novelties Association will hold a general meeting on Thursday of this week at the Palmer House. The purpose of the meeting was to "set the ball rolling" for the Second Annual Gift Show to be held in Chicago next August.

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Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
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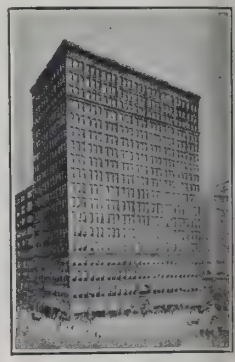
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Luster Tea Ware
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We are prepared to make immediate shipments.



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Note—Concerns wishing to secure space in this building for display purposes should apply to
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Phone Har. 4258

Ira A. Jones Co.

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and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
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Decorators of fine imported and domestic china. Monogram and design duplication a specialty.
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Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
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Vases, Bowls, Lamps, Comports, Candlesticks
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WE can use three first class salesmen. Have the following territory open: New York State, Pennsylvania, West Virginia, Maryland, and Virginia, also several states in Middle West and South West, for established line of light cut and decorated glassware. Give references and territory desired in first letter. Box 200, care CROCKERY AND GLASS JOURNAL.

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OVERSTOCKED on Hotel Ware, individual butters and Creamers in regular factory seconds, at $2.00 per gross in large quantities only, F. O. B. Boston, all kinds of Dinner Ware and a specialty 5 & 10c. assortments. United China Co., 31-33 Portland Street, Boston, Mass.

AN old established manufacturers' agency firm on the Pacific coast are open to represent a good reliable factory making tank glass, tableware, fish globes, confectionery display jars and soda water supply glassware. Only interested in factories able to ship at least two cars monthly. Box 204, care CROCKERY AND GLASS JOURNAL.

REPRESENTATIVE HOUSE wanted for China Tea and Breakfast Ware. R. H. & S. L. Plant, Ltd., Tuscan Works, Longton, Staffs., England.

Wm. R. Strobel

(*Continued from page 21*)

O. After leaving school in 1876, he entered the business of Strobel & Wilken in that city, which was started in 1849 by his father, Charles Strobel, and his brother, Louis, and was devoted to the manufacture of pocket books. When George Wilken became associated in the business during the Civil War, they put in a line of notions as well, which added still further to the prosperity of the firm. At Charles Strobel's death in 1877, his oldest son, Emil, was also taken into partnership. Louis Strobel, who had been in charge of their Chicago office, retired from the firm in 1878. William R. Strobel was made an officer of the company when it was incorporated in 1885. The business grew to such an extent that its headquarters were transferred to New York in 1886. Coincident with this important move, the character of the business was also changed to that principally of importing. William Strobel remained in charge of the Cincinnati end of the business until it was closed in 1890 and then came to New York. The concern's growth here was as rapid as it had been in Cincinnati, and it soon outgrew its original quarters at 443-445 Broadway. Successive moves by the firm, each necessitated by the need of more room, by the steadily expanding business, were 501 Broadway, 650 Broadway, and finally in 1914 to their present quarters, 61-65 West 23rd Street, where they occupy the entire spacious building at that address.

Following the death, six years ago of Emil Strobel, president of the corporation, Walter E. Strobel, his so who had been vice-president since the retirement George Wilken in 1916 succeeded to the presidency a William Strobel was made vice-president. William Str bel was prominently identified in the import end of t business and in previous years made annual Europe trips in the interest of the firm. Mr. Strobel was a bach lor and is survived by his nephew, Walter Strobel, he of the corporation; a brother, Charles L. Strobel, Ch cago; and a sister, Mrs. Clara Hoener, Cincinnati. Buri was made in the family plot, Cincinnati.

Drakenfeld Adds Well Known Chemist to Sta

(*Continued from page 21*)

available through the Drakenfeld establishment f advice and help in their problems of manufacturing, is really a service that cannot be overestimated.

Dr. Shively will assume direct supervision of the com pany's technical offices at the concern's headquarters i New York with five graduate chemists working unde him.

That Dr. Shively is particularly well qualified to fill s important a place may be seen by the followin qualifications:

Dr. R. R. Shively (Ph.D. University of Pittsburgh specialist in Glass Technology, for the past four yea incumbent of the Monongah Glass Company's industri Fellowship in the Mellon Institute of Industrial Researc and Chemical Engineer for the company in its plant Fairmont, W. Va., has accepted the position of Chi Technologist with the Drakenfeld Company. In th capacity Dr. Shively will be technical advisor to t officers of the organization.

Dr. Shively spent the period of '05 to '08 as assista in the Department of Chemistry at Oklahoma State Co lege. From '08 to '11 he was located at the Bureau Chemistry, Department of Agriculture, Washingto D. C. From '11 until September 1st of the present ye he served continuously as an Industrial Fellow at t Mellon Institute. During the latter period he has specia ized in glass and glass making materials.

In the meantime, Dr. Shively has served in consultin capacity for a number of different glass manufacture and has done considerable research in the developme of various types of glasses. During his association wi the Monongah Glass Company he has had charge the operation of the tanks, producers and the making glass. He has specialized particularly in the use Selenium as a decolorizer in Flint Glass.

Business Briefs

The Doremus, Schoen & Co., New York, has been i corporated with a capital of $25,000 to deal in toys a novelties. Incorporators are I. W. Doremus, M. Scho and C. M. Sustick. Attorneys, Fliashnich & Sustnic 874 Broadway, New York.

M. H. Fushman, Inc., has opened a 5, 10 and up partment store in Barre, Vt.

The Roessler & Hasslacher Chemical Company NEW YORK

BRANCHES:
Cleveland, O. Chicago, Ill. Trenton, N. J. Boston, Mass. Philadelphia, Pa. San Francisco, Cal.
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Liquid Lustre Colors—Oxides and Bodies for Decorating and Coloring

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Highest Grades.

America's Leading Ceramic Material House

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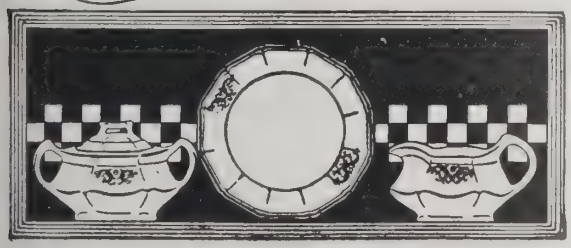
Blown Lead Glassware

In Crystal and Colors

NEW YORK OFFICE, 240 FIFTH AVENUE
Representative, J. Duncan Dithridge
BOSTON OFFICE, ROOM 114, YOUNG'S HOTEL
Representative, Robert W. Corey

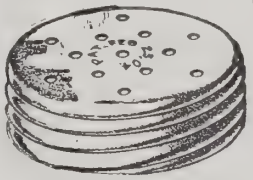
TRAVELING REPRESENTATIVES:
W. H. Duval Myric W. Bryce Harry C. Smallwood

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Chicago, John G. Edmunds, 1319 Michigan Ave.

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FACTORY:
255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

Buyers in New York

(*Continued from page 21*)

. Farkas, toys, Hillman's, Chicago, Ill., 253 5th Avenue, (Hirt, Flanagan & Co.)

iss I. Case, lamps, Geo. Wyman & Co., South Bend, Ind., 11 Broadway, Pennsylvania.

SEPTEMBER 19, 1922

. W. Rextrow, gifts, W. M. Whitney Co., Albany, N. Y., care Fows Buying Office, 1164 Broadway.

. H. Guest, housfurnishings, Jordan Marsh Co., Boston, Mass., 43 4th Ave.

iss Flack, gifts, J. W. Knapp Co., Lansing, Mich., care Hart-Flanagan Co., 253 Fifth Ave.

arry Pund, housefurnishings, Wm. R. Moore D. G. Co., Memphis, Tenn., 256 Church St.

. Levy, crockery, M. Levy, Richmond, Va., Pennsylvania.

H. L. Gearhart, housefurnishings, Wyman-Partridge Co., Minneapolis, Minn., 43 Leonard St.

H. A. Barnes, toys, Lamson Bros., Toledo, Ohio, care F. Atkins, 220 Fifth Ave.

M. L. Kahn, mdse. manager, Chicago Mail Order Co., Chicago, Ill., 368 6th Ave. (J. Beck).

G. A. Efroymson, general mdse., H. P. Wasson Co., Indianapolis, Ind., 120 West 32nd St., A. Fantl.

H. Pund, housefurnishings, Wm. R. Moore D. G. Co., Memphis, Tenn., 256 Church St. (J. Dillingham).

SEPTEMBER 20, 1922.

R. M. Dean, toys, R. H. White Co., Boston, Mass., 432 4th Ave.

W. A. Mahaffey, housefurnishings, Boggs & Buhl, Pittsburgh, Pa., 1140 Broadway.

J. Kohnfelder, housefurnishings, china, glassware and toys, Kaufmann & Baer Co., Pittsburgh, Pa., 404 4th Ave.

F. S. Austin, toys, Sibley, Lindsay & Curr Co., Rochester, N. Y., 432 4th Ave.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, ***Successors, 67-69 Irving Place, near 18th St.***

Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, ***35-37 West 23d St.***

Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., ***73 Barclay St.***

"The Dinnerware House of America."

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Importers of China and Glass, Mfrs. of Lamps, Shades and Novelties.

COPELAND SPODE CHINA AGENCY, ***43 West 23rd St.***

Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., ***14 Barclay St.***

English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., ***135 Fifth Ave.***

Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, ***43 Murray St.***

Importer of Crockery, China and Glassware for immediate delivery.

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HAVILAND & CO., ***11 East 36th St.***

The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, ***52 Murray St.***

Ahrenfeldt French China.

MADDOCK & MILLER, ***54 Murray St.***

Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, ***Importers and Commission Merchants, 108 East 16th St.***

Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., ***105-107 East 16th St.***

Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., ***53-57 West 23d St.***

Japanese Goods.

LA PORCELAINE LIMOUSINE, ***39-41 West 23rd St.***

Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., ***184 Fifth Ave.***

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Tirschenreuth Dinnerware, Specialties in glassware, etc.

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L. STRAUS & SONS, ***42, 44, 46 Warren and 116 Chambers Sts.***

Importers and Manufacturers.

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Royal Berlin, Royal Dresden, Lorenz Hutschenreuther, Koenigszelt, Paul Mueller, Royal Nymphenburg, Reinhold Schlegelmilch, Royal Karlsruhe Majolica.

JUSTIN THARAUD, ***24 West 23d St.***

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Myott, Son & Co., Hanley Staffs, England. Poszellanfabrik Fraureuth, Saxony. Telephone Gramercy 5150.

VOGT & DOSE, ***65 Barclay St.***

Open stock dinnerware patterns. White China for decorating.

J. H. VENON, Inc., ***104 Fifth Ave.***

Martin China, Limoges; Gustafsberg China and Earthenware, Sweden; Kosta Crystal, Sweden; Rorstrand China and Earthenware, Sweden.

KENNARD L. WEDGWOOD, ***255 Fifth Ave., between 28th and 29th Sts.***

Josiah Wedgwood & Sons, Ltd. Telephone Madison Square 7429.

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Manufacturers "Nearcut" tableware, thin blown tumblers and stemware.

DIAMOND GLASSWARE CO., ***Fredk. Skelton, Representative, 200 Fifth Ave.***

Colored and Iridescent Glassware.

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The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

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AS THE EDITOR SEES IT

THIS BIG IDEA—GOODWILL

THE big idea is backing business. You have one, for nothin gmuch can be accomplished without a big idea of some kind. This idea begets ambition to ork and directs labor to accomplishment. I don't know hat your idea is. Perhaps in the conduct of your busiess you cannot see anything quite so big and attractive profits. Your big idea may be making a lot of money d doing it almost any way. It may include giving your stomers a generous deal and may be not.

Big ideas are differently conceived and differently ecuted. The simple possession of a big idea is not so ry much but the biggest utilization of it certainly is. here are a good many big ideas, a large variety of ideals sed on merit. One of the biggest ideas and the most iversally appreciated ideal in business of any kind is odwill. Especially is good will the greatest asset which y business can possess and like all which is good there n never be a surfeit of it. And like a good investment, e a savings bank account, goodwill is cumulative and ys good dividends.

You cannot argue around this point any more than u can argue away the flowers in the field. They exist d goodwill exists whether you do or do not see it. u may be blind but both exist just the same and cannot disputed away.

ABOUT this goodwill business, make no compromise. Think it over and you will perceive that it is the nerstone of every successful business. A fine buildi and attractive equipment are important. But a big d ever-increasing outlet for your merchandise is more portant. And it is through this big idea business of odwill that a business expands and reaches its greatest ccess. Capital has nothing whatever to do about it. A heavily capitalized business may build up a very large amount of goodwill and it may not.

One of the largest enterprises in the world is falling very far behind the ambitious mark it has set as the pinnacle of its achievement. It is a regular octopus of commercial activity. Its diversified arms are engaged in a great many fields of industrial activity. I am not referring to the Standard Oil Co., to the U. S. Steel Corp., or to Henry Ford. It is unnecessary to mention any names, but merely cite the example of a big idea that is more of a liability than an asset.

And the only reason why this particular business with its many subsidiaries is failing to make a big success, is because it has so far failed to build up much goodwill. So far, its management has not perceived that it is essential to give full consideration to the human element in business. It is sort of hipped on the subject of price, advertising and system. And being long on everything else but short on goodwill, it has found it a good deal easier to make a product than it is to distribute it, especially on repeat orders. Customers don't stay sold.

AND why does this happen to be so? The answer is easy and here it is. Goodwill cannot be acquired by handling a business proposition whtich involves distribution of merchandise or manufactures wholly from the standpoint of the merchant or manufacturer. Profit cannot totally eclipse the other phases. It is essential to consider the other side—the side which absorbs the goods.

If the goods possess very valuable qualities, it is possible to ignore goodwill and win a moderate degree of success. But it is quite impossible to achieve the fullest measure of success. In the case of just ordinary goods that must be disposed of under fairly active competition,

there is nothing to it. And no business of any kind whatsoever can afford to push against the current when it is equally as easy to travel with it.

Especially is it desirable for the smaller enterprises to cultivate goodwill to the utmost. The smaller business with its smaller personnel is comparatively easy to direct, while a big business is more complex and difficult to manage. But a small business can grow into a larger business easily and rapidly by considering the people who buy your goods.

Stress price if you want to, put your business on a quantity basis if you wish. There is no harm in selling cheap goods at a cheap price, or quality goods at a quality figure. But whichever type of merchandising you prefer, consider the fellow who buys your goods.

Make the effort to get his good will as well as his order and fill his order sufficiently well to keep the goodwill. Thousands of stores and manufacturers are doing it. It is the modern way of conducting a business. It is also the logical and sensible way. You would not prefer to buy goods on any other basis and neither should you sell them otherwise. This big idea, this business of goodwill, is good business.

Novelty Merchandise Still Going Strong

Public Demand for the New and Bizarre Continues a Big Factor in the Market, But This Bait for Boosting Sales Is Sometimes Overdone, Says Well Known Manufacturers' Representative

IN the present course of retail selling, there are two distinct currents of consumer interest which are most important to the retailer who desires to get the best possible turnover. The first of these, according to a well known representative of a large manufacturing concern, is the demand for novelties in all lines, and the other is the call for staple merchandise which the consumer generally is trying to buy as cheaply as possible.

At the present time, he said, the way in which the consumer is buying merchandise represents a curious study and one that is filled with profit for the retailer who undertakes it. Probably at no other time in the history of the country has the demand for new and original merchandise of all kinds—no matter what the individual line is—been as strong as it is today.

A consumer call exists for everything that is new and bizarre, all the way from the highly colored dinnerware to the latest in fancy ornamental pieces which are now being seen. The novelty wave has been sweeping the country, but I frankly disagree with those who predict that the end is about due.

Examination of manufacturers' plans for either the current Fall or the next Spring season does not, at present, confirm the predictions of these forecasters. Probably never before have manufacturers been at such pains to make their merchandise appeal to the sense of originality in order to make the consumer part with his money. The American public, it is true, buys in cycles, but, as far as I can see, there is no end of the novelty craze visible on the business horizon.

The American consuming public may naturally be divided into three classes. First in point of individual purchasing power, of course, comes the exclusive, but small, moneyed class. These people buy only the very best and they constantly search for styles and fads, which are followed later by those who have less money. While individually this division has more purchasing power, it is far less in bulk than that of the great middle class.

This middle class is the one for which the great factories of the country mainly operate. It is the one that lives in accordance with the trend of the times, which spends liberally in proportion to earnings and is the source of the demand for certain types of novelties at the present time.

There is also a numerically large third class, which supplies the bulk of the demand for certain other novelties. This is the class which has not very much money for anything new but finds it can spend something for a bowl in novel design or a unique candlestick or vase in order to "spruce up" the house. This class, when it does go to purchase perhaps a console set, wishes the bizarre in design, usually a cheap copy of a model that has been created for the higher priced trade.

Taking these three groups and analyzing their present purchasing tendencies, there is little reason to believe that the return to formality and conservatism is at hand. In fact, retailers should continue every effort to capitalize the public's demand for this class of merchandise.

That the larger stores, which are highly sensitive barometers of consumer inclinations, believe the demand for novelties has in no wise decreased is indicated by the attention which they are giving this class of merchandise in their window and counter displays. Almost every one of the large metropolitan stores now has at least one window devoted wholly to the display of the new and bizarre in moderate priced merchandise.

The big factor in the selling of novelties—no matter what they are—is that the eye buys it. Price is the secondary consideration. Thus it is that the shop-girl for example, will buy something that is outside of her earning power simply because the eye appeal of the merchandise is too strong for her to resist. Similarly, the manufacturers realize that the only way they could hope to break the consumers' strike was to continue to bring

ut merchandise that would be bought not because of rice, but because the customer would be lured into buy- ng it, owing to the appeal it made to his sense of orig- nality.

Of course, there are other factors entering into the lesire for this class of merchandise—notably the reaction n the part of the consumer after the war, causing a gen- ral casting off of repression. This has displayed itself n various ways, not the least of which is the demand or novelties which the manufacturers were quick to ense and supply.

That the capitalizing of the demand for novelties can e overdone I will agree. Some retailers have developed his end to the marked injury of the staple lines.

Some retailers see the point and are not overdoing the ovelty craze but are changing their windows to put on display some of the more conservative goods which they ave in stock, but which has not been shown.

But the big thing for the retailer to remember, as I see , is that the demand for novelties of all kinds is not ver by a jugful and that until signs are manifest that eir day is done the retailer will do well to continue t mphasize and profit by the novelty demand.

The German Tableware Industry

The German porcelain tableware industry during th re-war years, 1902 to 1913, was characterized by in- reasing exports at diminishing prices, says Assistant rade Commissioner W. T. Daugherty of Berlin in a eport to the U. S. Department of Commerce. In 1902 ermany exported 19,310 metric tons of these porcelain oods, at an average price of 1,700 marks per ton. In 913 exports were 35,217 tons, at 906 marks per ton. ermany had developed an export trade amounting to o to 70 per cent of total production when the war broke ut.

The United States was Germany's best pre-war cus- mer. In 1912 and 1913 it is estimated that the United tates bought about one-third of Germany's total ex- ort of porcelain tableware, or about 42 per cent of its nport demands, Japan supplying 13 per cent. Great ritain, too, bought considerable quantities of German orcelain tableware, taking about one-sixth of the entire xport.

Post-war markets thus far have been reversed, in so ar as Germany's and Japan's porcelain tableware in- ustries are related to American consumption. Statis- cs, however, indicate a progressive effort by Germany recover its pre-war foothold in America. In 1919 the nited States bought in Germany but 4 per cent. of its nports of porcelain tableware, while taking 6 per cent om Japan; in 1920 imports from Germany were 12.8 er cent of the total and 61.9 per cent from Japan; 1921 corresponding figures were 27 per cent from ermany and 44 per cent from Japan. Germany's total xports in both 1920 and 1921 amounted to but 28 per nt of production, according to the published figures.

German production of porcelain tableware in 1921 ex- eeded the approximate production in 1913. In 1921 ermany produced 62,936 tons, compared with 48,250 ns in 1920 and approximately 60,000 tons in 1913. Exports amounted to 17,500 tons of the 1921 production and 13,686 tons of the 1920 production. The 1921 production, according to the Union of Porcelain Wares Manufacturers, of Berlin, which controls the entire output, was but 60 per cent of capacity. The number of plants controlled by the union in 1921 was 97, against 92 in 1920 and only 60 in 1913.

Control of Foreign Trade

By Government decree of December 20, 1919, the German porcelain industry, along with other industrial branches, became subject to the existing system of foreign trade control. The Union of German Porcelain Wares Factories volunteered its resources and was coordinated with the Foreign Trade Auxiliary Office for Fine Ceramics, with headquarters in Berlin. This organization is typical of all such bodies for the several industrial branches. It is empowered to regulate Germany's foreign trade in products of which it is the most expert judge. Above all, however, it is delegated to fi prices at which these goods may be exported abroad, favoring German purchasers with a lower price and assessing countries of high exchange with an export supplement. This latter item, as will be seen below, was in 1920 as high as 130 per cent above the price paid in Germany.

When organized for the regulation of its foreign trade, the Foreign Trade Auxiliary Office created an export committee to determine its export and import policies and to fix prices for export. It was composed of three members representing the manufacturers, three representing the dealers, and three representing labor. One of the first acts of this committee was to invoice exports in terms of standard foreign currency. Austria, with its low purchasing power, was exempted by special concession after the Austrian Government had decreed an export prohibition against porcelain wares. This policy aimed to prevent re-exportation of German porcelain wares at prices below the world market prices fixed by the German committee. The profits made from export sales soon enabled the introduction of a rebate policy in which the German exporter shared generously. In principle, these rebates were designated to provide a covering fund which would allow Germany to export at lower prices to countries of lesser buying power and thus maintain and further develop foreign markets.

High Export Prices

Actual experience in 1920 provides an illustration of the results obtained in the application of the price-fixing policy. The 13,686 tons of porcelain tableware exported that year was sold at an average price of 24,564 paper marks per ton. Converted into gold, at an average rate of 60 marks to the American dollar, the selling price per ton was $409, or roughly at a parity of 4 marks to the dollar, 1,636 gold marks. This was almost as high as the 1902 price of 1,700 marks.

In 1920, Germany consumed 34,565 metric tons of the total production of porcelain tableware. The average price per ton which inland consumers paid was 10,670 paper marks. This amount is calculated by the foreign trade control statisticians at 711 gold marks, internal

valuation. The determining index establishing this valuation is an average internal price index of 1,500, or 15 times pre-war value. The export price in 1920 was therefore about 130 per cent above the inland price.

In 1921, however, similar calculations showed a nearer approach between an export price, reckoned at 1,226 gold marks per ton, and an inland price of 696 gold marks. The reasons for this are seen in the fact that countries constituting Germany's best foreign markets were experiencing a period of diminishing prices, while Germany, on the other hand, was going through a period of continually rising price indices.

The export figures given above are the only ones available on which to base conclusions. The Foreign Trade Auxiliary Office is tirelessly at work to apprehend those who indulge in secret trading without obtaining the legal export permit and submitting to the dictation of export prices fixed by it. A new bill, just approved by the Reichswertschaftsrat, proposes to further tighten the regulations in general against secret trading. It provides for the creation of penal committees with broader powers to punish those convicted of illicit trading.

How's Business?

Increased activity in industry and trade is discernible during the current week and retail trade is begining to expand, and this trend of the public toward more liberal buying is particularly noticeable in the West. With steel mills on capacity basis in some lines, workers in demand in all industries and a record of 3 billions spent in the first nine months of this year in building construction, business is fast mending. Improvement is the key word is the opinion expressed in Bradstreet's survey as retail trade gains and a better pace is visible in industry.

In the East

In New York a little more activity is noted in the crockery and glassware trades, novelties in good demand but dinnerware lines are beginning to show more activity than for the past few weeks and buyers are daily becoming more insistent upon prompt deliveries. Retail trade is fair and collections in many lines show improvement. Boston reports that trade is fair and while retailers are somewhat pessimistic about the purchasing power of the public, wholesalers believe a rising market is coming and are trying to increase business. In Philadelphia glass containers are in heavy demand and business is about one-third larger than was anticipated. Retail stocks are said to be low and fall buying is growing better but collections are still backward. In Pittsburgh trade is benefitting from the improved industrial conditions but business is below that of last year. Buffalo reports that trade and industry are increasing, but manufacturers are handicapped by transportation difficulties.

In the West

In Chicago weather has helped retail trade and more buyers are in the wholesale markets than a year ago, mail-order houses are busy and collections are fair. Detroit reports that retail trade is fair and now that the Ford plant has resumed operation all auto plants are in full operation and collections are much improved. In S Louis improvement is noted in all lines, department store doing a big business, building is active and collections be ter. Milwaukee reports that trade is better than for som weeks, manufacturing active but collections remain slov In St. Paul trade is improving and general merchandis orders are satisfactory with crockery and housefurnish ings in particular good demand and collections remainin fair. Omaha reports that trade is fair being helped b fall festival, building continues active but collections ar slow.

In the South

In Baltimore the outlook is better and general distribu tive trade is fair but department store sales are increa ing and collections are fair. Nashville reports that fa visitors have helped retail trade which is fair, manufa turing is affected by strikes and shipments are curtaile and buying is on conservative basis. Atlanta reports th business is distinctly quiet, crop prospects poor and co lections fair. In Tulsa merchants report a steady increa in sales, oil production continues high but collections a backward. New Orleans reports there is little improv ment in retail trade but manufacturing is on full tim shipping facilities slowly improving but collections r main slow. In Fort Worth business in all lines is in proving and trade is optimistic, crop prospects are goo and collections fair.

On the Pacific Coast

In San Francisco retail buying is for immediate nee only, shortage of labor, packing boxes and cars is delayi shipment of fruit. Seattle reports that retail trade stimulated by clearance sales, rents are still high and m order houses report increase in sales.

In Canadian Cities

In Montreal trade is good, crops are very large a travelers report that buyers are purchasing more libe ally owing to excellent crops throughout the countr Toronto reports that wholesale buying is on a hand-t mouth basis but retail trade shows some increase, buildi is active and labor scarce. In Winnipeg trade and co lections remain slow. Vancouver reports that lumb mining and shipping are active, trade is fair and the ou look for fall business is good.

Business Gradually Mending, Says Bank

Francis H. Sisson, vice-president of the Guaran Trust of New York, in an address recently, declar that business had reached a turning point and held c promise of sustained progress.

The strike settlements, while bringing peace to indu trial interests, should not mislead us into expecting unduly large degree of prosperity, he said. Peace wi labor will accelerate production to make up for the cu tailment which the strikes inflicted, but there will be justification for misinterpreting such speeding up as t precursor of a boom.

A favorable factor which should be singled out f special emphasis is the removal of the menace of t soldiers' bonus. President Harding deserves the co

endation not only of business men but also of all sen-ble citizens for his courageous stand in vetoing the Bo-ts bill, which would have imposed a tremendous ditional burden on the already heavily burdened tax-yers of this country.

The effect of the new Tariff law upon business is prob-matical. How it will affect our foreign debtors is so seriously to be considered, especially as the con-tinued unsettled condition of Europe is a matter of grave ncern to us.

ummary of Imports and Exports for July

China imports for the month of July, 1922, show a crease in value over the previous month and with a con-siderable decrease in the value of dolls and toys. The test figures compiled by the Government are as follows:

		1921		1922
Cina, not decorated....		$84,124		$42,102
Cina, decorated:				
Tom—				
France	$68,674		$71,512	
Germany	226,267		113,977	
United Kingdom.....	7,007		41,357	
Japan	340,335		231,325	
Other countries	45,903		51,717	
		$688,186		$509,888
Irthenware:				
Not decorated		13,721		21,529
Icorated.....		121,141		328,534
A other		34,242		59,370
Total		$941,414		$961,423

For Seven Months Ending July

		1921		1922
Cina:				
Not decorated		$335,197		$331,409
Cina, decorated:—				
From France	$473,414		$421,410	
From Germany	1,002,242		784,195	
From United Kindom	326,885		326,387	
From Japan	1,815,239		1,116,580	
From Other countries	249,895		323,542	
	3,867,675		2,972,114	
Irthenware:				
Not decorated.....		275,865		168,774
Icorated		2,167,079		2,522,489
A other		281,703		319,270
Total		$6,927,519		$6,314,056

DOLLS AND TOYS

	1921	1922
Ills and parts of dolls.....	$198,649	$133,793
A other toys	759,577	436,305
Total	$958,226	$570,098

For Seven Months Ending July

	1921	1922
Ills and parts	$697,361	$722,755
A other toys.....	3,285,037	3,113,227
Total	$3,982,398	$3,835,982

GLASSWARE

1921	1922	*For Seven Months Ending July* 1921	1922
$152,151	$183,326	$823,374	$1,155,086

CHINA CLAY

1921	1922	*For Seven Months Ending July* 1921	1922
$13,336	$34,048	$203,957	$92,412

HYDRATE OF POTASH

Containing not more than 15 per cent of caustic soda

1921	1922	*For Seven Months Ending July* 1921	1922
$42,735	$145,060	$275,500	$576,359

ABLE AND KITCHENWARE OF METAL, ENAMELED OR GLAZED

1921	1922	*For Seven Months Ending July* 1921	1922
$26,326	$33,354	$211,626	$249,655

EXPORTS

	1921	1922
China and porcelain:		
Table and kitchenware.....		$14,129
*Other china and porcelain ware.....	$17,236	6,400
Earthen and stone ware:		
Table and kitchenware.....		11,308
†Other earthen and stoneware.....	79,442	56,374
Total	$96,678	$88,211

For Seven Months Ending July

	1921	1922
China and porcelain:		
Table and kitchenware.....	$387,028	$115,659
*Other china and porcelain.....	214,191	76,598
Earthen and stoneware:		
Table and kitchenware	421,196	62,311
†Other earthen and stoneware.....	1,312,519	554,507
Total	$2,334,934	$809,075

DOLLS AND TOYS

	1921	1922
Dolls and parts of dolls.....	$11,539	$19,607
Games		10,563
Mechanical toys	6,556	7,739
All other toys	128,355	115,723
Total	$144,450	$153,632

For Seven Months Ending July

	1921	1922
Dolls and parts of dolls.....	$66,253	$83,532
Games		32,731
Mechanical toys	92,286	32,818
All other toys.....	793,377	567,085
Total	$951,916	$616,166

GLASSWARE

	1921	1922
Table glassware, plain.....		$119,738
Table and other glassware, cut or engraved	$14,336	14,297
Globes and shades.....		28,675
Total	$14,336	$162,710

For Seven Months Ending July

	1921	1922
Table glassware, plain.....		$672,273
Table and other glassware, cut or engraved	$129,929	87,129
Globes and shades.....		242,518
Total	$129,929	$1,001,920

CHINA CLAY

1921	1922	*For Seven Months Ending July* 1921	1922
.....	$4,822	.....	$18,644

TABLE AND KITCHENWARE OF METAL, ENAMELED OR GLAZED

1921	1922	*For Seven Months Ending July* 1921	1922
.....	$47,585	.....	$350,153

* Not including electrical porcelain.
† Not including sanitary and chemical wares.

Ohio State Retail Merchants Combine

The retail Merchants of Ohio at a recent meeting held at Columbus have formed the Ohio State Council of Retail Merchants, including five State associations representing many divisions of the retailing field. The new association will operate as a clearing house and Fred Rike of the Rike-Kumler Co., Dayton, was elected temporary president and Fred Lazarus of the F. & R. Lazarus & Co., Columbus, was elected temporary secretary. Permanent officers will be chosen at a meeting of the organization to be held in Columbus in October. George V. Sheridan, formerly publisher of the Springfield Sun, was elected a director and will be in charge of the organization's work. It is the purpose of the new association to bring about a closer relationship between the public and all retail establishments.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

MAKING his initial bow in New York as buyer for Miller, Rhoads & Swartz, Norfolk, Va., E. F. Ochs has been spending this week here placing orders. His former connections in the trade were with H. & S. Pouge and Mabley & Carew, Cincinnati. Mrs. Ochs accompanied him on his visit here.

Chris. Hauser, the popular traveler for Paul A. Straub & Co., left for a trip over his territory last week, with considerably more feeling of importance than he had ever experienced before. The big reason was that a few days before his departure, an heir arrived at his home in Brooklyn, which is sufficient to make any fellow feel important. He is already looking forward to making him one of the leading lights among the coming generation of china salesmen. He says that such a husky pair of lungs were never for any other purpose.

Herbert Schulenburg, the popular Manager of the Ceramic Department of the Palm Bros. Co., well known manufacturers of decalomania transfers, and Mrs. Schulenburg are receiving congratulations on the arrival at their home here on September 18th, of a fine seven and a half pound daughter, who has been given the name of Alice Louise. Both mother and daughter are doing finely. Mrs. Schulenburg, as Miss Theresa Price, was also very popular with the trade when for a number of years she acted as assistant to Louis Klayf, buyer for Bloomingdale Bros.

Martin Zolle, formerly a well known salesman on the coast, who recently came east to make his home, has been engaged by the Fred C. Reimer Co. to travel for them through parts of New York State, Pennsylvania, the middle west and south. He will leave on his first trip for the firm on Saturday. Fred Reimer, head of the concern, will also leave at the same time for a trip through the middle west.

W. A. Shaw, secretary and treasurer of the Canonsburg Pottery Co., Canonsburg, Pa., was a visitor in town for a few days last week while consulting with H. Benedikt, the eastern representative of the concern.

J. G. Paulette, buyer for Miller & Rhoads, Inc., Richmond, Va., is visiting the local salesrooms this week and placing orders for his holiday requirements.

Announcements have been received by friends of A. D. Wilhelm in the trade here, of the marriage of his daughter, May Mildred, to Edw. Melody Kelly, at Buffalo, N. Y., on September 20th. Mr. Wilhelm is buyer for Raphael Weil & Co., San Francisco, and ha just returned home after being in the East to attend th wedding.

W. B. Stanton with Stewart & Co., Baltimore, is on of the buyers booked to arrive in town the latter pa of this week.

Charles Weiss, with the Rosenthal China Corp., an the Continental Ceramics Corp., is expected to arriv home on Friday of this week from a several months' tri to the concern's factories abroad. He is a passenger o the "Empress of France," due to arrive in Quebe Canada, on Thursday.

J. K. Wilson of the Taiyo Trading Co.'s travelin staff leaves on Saturday for a three weeks' trip to Phil delphia, Baltimore and Washington, and will probab continue on from there to the Middle West, in whic event he will be on the road considerably longer.

Wm. Howell of Pitkin & Brooks, Chicago, was one o the visitors in town during the week, calling on the loc wholesalers.

Frederick Skelton, the well known manufacture agent, and Edward A. Sexton, in charge of the formei export department, spent the first of this week on a vis to the plant of the Utility Glass Works Lonaconing, M which is represented in New York by Mr. Skelton.

Charles C. Ashbaugh, head of the West End Potte Co., East Liverpool, O., was a visitor in New York th latter half of last week on a trip that was a combinatio of business and pleasure.

Edward J. Kevling of Frederick Skelton's sales sta left Tuesday on his initial trip through New York Sta in the interest of the Skelton lines. He expects to away between two and three weeks.

Lon Vallee, traveler for J. H. Venon, Inc., will sta his fall campaign on October 1st, with a trip throu New England and then the middle west. Mr. Ven will also leave on the 5th of the month to call on t trade in the larger cities through the middle west.

Mackenzie and Warrin Win at Golf

Eighteen players and a gallery of three were prese at the Forest Hill Field Club, Soho, N. J., last Thursd when the fifth tournament of the season's series bei played by the trades golfers was held.

Two players whose games have been steadily improving, blossomed forth as prize winners; they were no other than A. W. Mackenzie with Meakin & Ridgway, who had a net score of 160, and Edmondson Warrin, who had the best selected eighteen out of thirty-six holes.

L. S. Owen and C. A. Dodson had net scores of 154 and 163 respectively for thirty-six holes, but were disqualified as prize winners, on account of having taken prizes at previous games this season.

The galleryites who witnessed the game were John Nixon, Howard Handy and Jos. F. O'Gorman of the *Pottery, Glass & Brass Salesman.*

Roseville Pottery Co. Located in New Quarters

New York manager for the Roseville Pottery Co., F. D. Van Arsdale and his associates, are now installed in the concern's new office and salesroom, on the second floor of the Crucet Building, 292 Fifth Avenue, between 30th and 31st Streets. Removal to the new quarters was completed on Monday of this week and everything is now in readiness for the reception of the trade.

Almost of equal interest to their change of location, is the announcement made by the factory that coincident with their removal, they would discontinue their retail department, as well as the manufacture of their "Pauleo" line, which was the feature of the retail end of the business, and would henceforth devote themselves exclusively to their wholesale lines.

Expense evidently has not entered into consideration in fitting up the new place, for nothing has been left undone to provide as handsome a setting for their sample lines as possible. Stepping from the elevator, the eye is greeted by a small hallway or reception room, with walls done in imitation stone. On a small circassian walnut table rests a lamp in a rich mulberry, and on either side of the elevator door, two very exclusive examples of vases made by the concern. These three pieces add just the proper touch of color to the place, the furnishings of which are completed by an artistic center lighting fixture in green with mulberry tassel and brown velvet carpet. On entering the salesroom, one is at once impressed with the richness of the place, with its solid paneled walls of old English oak and long massive display tables along the walls and in the center of the room to match.

An especially attractive feature of the room which makes it distinctive, is the elimination of the usual type of display fixtures. The only method used to exhibit the samples being the tables mentioned above. The lighting fixtures too are of a different character than are usually seen. Dainty side wall fixtures are utilized about the room while odd cluster fixtures to match in antique silver and polychrome are used on the ceiling.

False French style windows in the rear of the room, form a part of the paneling arrangement, and add considerably to the room's attractiveness. Instead of the small window panes being of transparent glass, they are

(*Continued on page 25*)

Travelers Meet in Nashville

Can you imagine the fun when this lot of salesmen recently got together in Nashville, Tenn.?

By a peculiar coincidence, they all happened to land there at the same time and it being the birthday of one of them, naturally a party was arranged.

Around the table were: John G. Lenz, United States Glass Co.; Charles F. Patton, of Edward B. Dickinson, Inc.; W. T. Darden, sales manager for The Albright China Co.; George B. Fowler, The Carrollton Pottery Co.; E. C. Garand, Wm. A. Rogers, Ltd.; M. C. Treiber, The Roseville Pottery Co.; G. H. Nevins, Buyer Castner Knot Co.; H. H. Henjes, Theo. Haviland & Co.; and Arthur A. Bean, of John J. Hines.

The dinner was strictly dry of course.

Maddock & Miller Moving

Maddock & Miller, Inc., located for so many years past at 54 Murray Street, are in the process of removal to their new offices and salesrooms in the Miller-Kupper Building, 39-41 West 23rd Street. The various departments are being moved separately, and the task will probably be completed entirely by the middle of next week; until then, their headquarters will be at the old address. The firm will occupy part of the store floor, the entire second floor and basement of the building.

Buyers in New York

SEPTEMBER 22, 1922.

Samuel Tisenbaum, toys, Samuel Tisenbaum & Co., Baltimore, Md., Pennsylvania.

M. Gordon, housefurnishings, M. Gordon, Boston, Mass., Pennsylvania.

W. W. Taylor, housefurnishings, D. M. Read Co., Bridgeport, Conn., 404 4th Ave.

D. M. Ogelvie, representing Ogelvie Co., East Liverpool, O., Pennsylvania.

L. Benedict, housefurnishings, Mendel's, Inc., New Haven, Conn., care Baer & Lilienthal, 1150 Broadway.

W. C. Hooper, housefurnishings, Buffum's, Long Beach, Calif., 1170 Broadway (F. B. Farrand).

W. A. Mahaffey, housefurnishings, Boggs & Buhl, Pittsburgh, Pa., 1140 Broadway.

SEPTEMBER 25, 1922

F. J. Miller, china and glassware, G. Sommers Co., St. Paul, Minn., care R. Keller, 395 Broadway.

James L. Tapp, C. S. Lennon, T. A. Mosley, department store mdse., James L. Tapp Co., Columbia, S. C., Imperial.

N. C. Hooper, housefuruishings, Buffum's, Long Beach, Cal., care F. B. Farrand, 1170 Broadway.

S. Singer, lamps, Thalheimer Bros., Richmond, Va., care Kirby, Block & Fisher, 352 4th Ave.

H. Pund, housefurnishings, W. R. Moore D. G. Co., Memphis, Tenn., 256 Church St.

H. S. Skinner, china and housefurnishings, Dayton Co., Minneapolis, Minn., 225 Fifth Ave. (Retail Research Asn.)

Miss Plummer, housefurnishings, Heer Stores Co., Springfield, Mo., 333 7th Ave. (J. M. Biggins, Inc.)

S. Levy, housefurnishings, Strouss-Hirshberg Co., Youngstown, O., 1150 Broadway, (Bear & Lilienthal.)

SEPTEMBER 26, 1922.

W. Libbey, housefurnishings, Gilchrist Co., Boston, Mass., 200 Fifth Ave.

W. H. Lewis, mdse. manager, J. N. Adam Co., Buffalo, N. Y., 16 West 39th St.

Mr. Galvin, candlesticks, Bailey Co., Cleveland, Ohio, care Affiliated Retail Stores, 1372 Broadway.

J. J. Ehrlenbach, lamps, A. Hamburger & Sons Co., Los Angeles, Calif., 448 4th Ave.

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TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By

M. K. ZIMERMAN, REPRESENTATIVE

A FLOOD of wires, special delivery letters, telephone calls and personal visits to the district of buyers, followed the flash over the United States early last week that the generalware potteries would go on strike October 1. "You know me Al," to use a slang phrase, was the substance of these communications to make shipments at once. Truth to tell, manufacturers were last week, and even this week, literally smothered with requests to ship all they could. When it is recalled that only ten days more of shipping would follow the issuance of the strike order, one can readily surmise the utter impossibility of manufacturers complying with these requests. All in all the pleadings of the trade for shipments was pathetic, when viewed from the impossible standpoint, the incident in this respect turned to one of amusement.

Those making hurried visits to the market following the receipt of the news of the forthcoming strike included F. H. Obermeyer, of the Krenning-Westerman China Co., St. Louis, Mo.; John Mangus, Chicago, Ill.; Jake Kornfelder and his assistant H. B. Schlecher, with the Kaufmann-Baer Store, Pittsburgh, Pa.; James Nowell, assistant to Thomas Stackpole, with the May Co., Cleveland, O.; F. C. Schenk, of the Schenk China Co., Pittsburgh, Pa.; N. C. Myers, with S. H. Kress Co., New York City; Mr. Montgomery, of Kinnier & Montgomery, Lynchburg, Va.; Heer Department Stores Co., Springfield, Mo.; Fred Daudt, of the Daudt Glass & Crockery Co., Toledo, O.; Mr. Kelso of Kelso & Anderson, Marietta, O.; H. Leonard & Son, Grand Rapids, Mich.; Maurice Bergman, New York City; Leon Moses, with Frederick Losier Co., Brooklyn, N. Y.; Leon Neubrik, with Crowley & Milner Co., Detroit, Mich.; R. E. Nutting, with St. Louis Glass & Queensware Co., St. Louis, Mo.; W. S. Browning, with R. H. Macy & Co., New York; L. M. Sullivan, Los Angeles, Cal.; A. P. McPherson of McPherson & Connors Co., Detroit, Mich.; A. A. Blankenmeister, of the Blankenmeister Glass Co., St. Louis, Mo.; Mr. Evans, with the Atlanta Import Co., Savannah, Ga.

Within 24 hours after a western interest learned that a strike in the trade was due forwarded an order to a manufacturer here for 15,000 seven-piece berry sets to be "shipped at once." The interest was informed that such a volume was not in stock, and if it was, shipment could not be made under any consideration.

Two additional kilns are being contemplated by the management of the Summit China Co., at Akron, O. This is now a seven kiln shop, and before spring it is proposed to make it a nine kiln plant.

The real estate, equipment and plant of the Mohawk Clay Products Co., Perrysville, O., will be offered at public sale and to the highest bidder Oct. 16 by W. E. Griesinger, of Medina, O., assignee. The real estate has been appraised at $24,000 and it is said to be easily worth several times this appraisal.

"I'd like to have a job working about the plant doing anything while the strike is on," declared a pottery worker to the superintendent of one plant, a day after the strike order came out.

"You voted to strike, didn't you?" he was queried.

"Yes."

"We're going to do a lot of improving while the shop is idle, and all work will be done by outside labor," came the reply from the factory head.

Foundations for a number of the kilns for the new 11-kiln shop of the Owen China Co., at Minerva, O. have been completed. "We'll go ahead with our construction program as we have planned," observed Charles E. Foreman, head of this company when queried about the new unit for this company.

The length of the strike in the generalware industry will have much to do with the displaying of lines at the Pottery and Glass Exposition in Pittsburgh in January and in Chicago in February. It has been indicated that should the strike "carry on" for some months—it continued seven months 28 years ago—it would be folly for the manufacturers to arrange displays. However, there may be a quick change in the situation.

A strike vote is now being taken in the sanitary branch of the industry. Oct. 14 is the last day for the receipt of the result at the Brotherhood headquarters here. The sanitary manufacturers demand a reduction of 20 per cent or more in wages. In the generalware trade, the manufacturers offered the employers the existing wage for another term.

Preferred stockholders of the Guernsey Earthenware Co. plan to place that pottery at Cambridge, O., in operation at an early date. A meeting of these stockholders has been held, at which time operating plans were given

nsideration. The committee having the plans of the terests in hand consists of W. J. Gillespie, F. C. nderson, J. W. Williams, W. C. Morrison and I. C. oung. A reorganization of the company is one of the ssibilities of the future. The plant suspended operaons some time ago when it went into the hands of a ceiver.

"Our stock of American dinnerware is sufficient for l our requirements for some time to come" declared H. Harris, buyer for the Kaufmann Department ores, Inc. While he regretted to note the situation in e generalware industry, yet his firm is "pretty well proted," as Mr. Harris expressed it.

George C. Thompson, of the Thompson Pottery Co., ffered a fractured leg last week when he tripped and ll from a freight car door, through which he was passig from the packing department. He is now in the East verpool City Hospital.

G. W. Stamm has formed the Stamm Manufacturing o., at St. Paul, Minn., to manufacture a line of pottery der the name of "Craftstone," from a process obtained om Germany. The line will include vases, table lamps, rdinieres, plaques, candlesticks, card trays, book racks d a line of other novelties and specialties.

According to reports received in this district, business i continuing very active with the Onondaga Pottery Co., Syracuse, N. Y. The four new kilns of this firm will on be in operation, and these will increase the productn of the plant about 25 per cent.

Only New Referendum Vote Can Avert Pottery Strike As Day of Walkout Nears

Generalware potteries in the United States suspend erations October 1, and plants will remain idle for an ilefinite period. Pottery employes, or those affiliated vth the National Brotherhood of Operative Potters trough a referendum vote, voted to strike unless manufcturers would agree to reinstate a wage decrease of seven per cent., or the same wage as prevailed between November and August last.

Members of the United States Potters' Association met in the Blue Room of the William Penn Hotel, Pittsburgh, Pa., September 22, when a complete report of the work of the Labor Committee of the Association was presented by W. E. Wells of the Homer Laughlin China Co., and chairman of the committee.

Manufacturers did not take long to give the Labor Committee a vote of confidence, and then after discussing the strike of the employes and other issues that will result because of the suspension of operations, left any future adjustment of the situation entirely in the hands of the Labor Committee.

Ministers in the East Liverpool district on Sunday, September 24, made public appeal in their churches for an early solution of the differences existing between the employes and the manufacturers. It is recalled that the manufacturers at the recent wage conference held in the Hotel Cleveland, Cleveland, O., offered the pottery workers the same wage scale they have been working under since November last, suggested no reduction, and even granted particular changes in working shop rules.

The majority of the manufacturers have cancelled orders for raw materials, such as clays, flint, spar, sand and other bulk materials, and have also summoned salesmen home from their different territories. Packers in many plants have been working nights, being paid time and a half for this labor and also worked in particular instances Sunday, September 24th for which they received double time. Manufacturers desired every piece of ware to be in the hands of distributors that was possible to pack by 4 o'clock the afternoon of September 30.

Just when another referendum vote will be taken by the trade on the question of returning to work on the old scale, no one can predict at this time. The power to call a referendum vote lies with the executive board of the National Brotherhood of Operative Potters, or, such a vote can be ordered upon petition of eight local unions affiliated with the Brotherhood.

The manufacturers will permit their offer to continue the old scale of wages to remain open for a reasonable period, no particular time being so far announced, and should a referendum vote be taken again, it will be on the two questions of "return to work" or "continue the strike."

It is recalled in this connection that during a labor difference between the pottery manufacturers and employes back in 1881, the generalware plants were idle for eleven months. There was another strike in 1893—the last general strike in the trade—and this kept plants idle seven months.

Information is taken from the last financial report of the National Brotherhood of Operative Potters, presented at the annual convention of the organization in Atlantic City in July last, that the Brotherhood has a "defense" fund of approximately $700,000. The membership of the Brotherhood is placed at between 6,500 and 7,000, this of course including those employed in the sanitary branch of the industry.

Following receipt of the news that a strike in the generalware branch of the industry was inevitable, buyers and jobbers hastened to the East Liverpool and other Ohio pottery districts seeking immediate shipment of all orders on file. Requests of many along this line have been along the line of unreasonableness and impossibilities. Some white ware on the floors could be shipped with some promptness, that is true, but so far as decorated business is concerned, the situation presented quite a different phase.

According to the rules of the Brotherhood, it required a two-thirds majority of the vote cast to cause a strike and suspension of operations, and the known fact that hundreds of pottery workers did not cast a ballot is admitted the reason why the issue "went" the way it did. Should another referendum ballot be cast, only 51 per

cent. of the vote cast is necessary to cause the resumption of operations. It is now recalled that in the immediate East Liverpool district when the strike vote was taken, seven local unions voted to strike; seven voted to remain at work and the vote of another local union was a tie.

Manufacturers insist that it will be impossible to grant a seven per cent. advance to labor at this time. And it is this one question, the seven per cent. advance in wages, that has caused the plants to enter an indefinite period of idleness.

7,000 Men Involved in Strike

Orders instructing 7,000 generalware pottery workers in the United States to quit work on the night of September 30 were mailed last week by President John T. Wood to officers of subordinate unions of the National Brotherhood of Operative Potters.

Union members will be paid $10 weekly benefits during the tie-up from the brotherhood defense fund, President Wood said. About 2,000 general ware pottery workers in Trenton will be affected by the strike order.

Labor Committee of the U. S. P. A. Issues Statement on Strike

Two days following the joint meeting at East Liverpool, O., between the Labor Committee of the United States Potters' Association, and the Executive Committee of the National Brotherhood of Operative Potters, the following statement was sent to the press by the Labor Committee:

"The deplorable result of the strike vote was not anticipated by the manufacturers.

"It was thought workers knew that in order to keep in operation, and the men employed, selling prices had been cut to the danger point one year ago, and that the wage reductions of 1921 alone made it possible to procure enough business to keep in operation without actual loss.

"They should have known that.

"In order to meet so far as possible an insistent, nation-wide demand, we began deflating our selling prices some months prior to the labor conference of 1921. After that conference still further reductions were immediately made until we reached a level of approximately 28 per cent below the selling prices of the spring months.

"The cost of raw materials decreased but slightly, and of fuel not at all, so that about all we had to assist in bearing a cut in market prices of 28 per cent was the 17 per cent wage reduction. The balance came out of profits, with the result that the average earnings of the manufacturers fell off about 75 per cent. In other words, while the men accepted a reduction of 25 to 30 per cent, we stood a cut of 75 per cent, which was surely our full share.

"While these exact percentages were, of course, not known by the workers, the situation in a general way was a matter of common knowledge. The workmen came through the period of depression in comparatively much better shape than their employers, and, in recognition of that fact, we counted upon their cheerful co-operation at this critical time while we are fighting almost desperately to hold our markets against competition from the cheap labor countries abroad.

"No demand from the Atlantic City conference of the Brotherhood for a wage increase of any kind was expected. It was assumed they would be content if they were not confronted with the prospect for a further decrease.

"When the demand came for the restoration of the cut of 1921 it was not taken seriously by any one. The workers were given credit with too much intelligence to insist upon such a wholly unrighteous and impossible thing. It was supposed that item was inserted in the Brotherhood propositions as an offset, or bargaining clause, in case the manufacturers should later ask for a decrease.

"These points, much amplified, and many other arguments why an increase could, and would and should not be entertained were brought out in the four days' discussion at the Cleveland conference. On the other side the arguments for the increase were ably presented by the officials of the Brotherhood and others. Yet they were weak and unconvincing, simply because the Brotherhood had no case. The best advocate could not find a sound reason in support of their demands.

"At the end of the Cleveland conference we had reason to believe that a substantial majority of the Brotherhood conferees were convinced their case was hopeless and that the right course would be to accept then and there the manufacturers' proposal to continue at the old scale. But, recalling the bitter, unjust criticism of the conferees the year before, a majority of them lacked the courage to assume the responsibility of doing what they knew to be right.

"They were gravely warned that their failure to act might possibly lead to a strike, disastrous to their people and to many other innocent ones, and that the responsibility would largely lie at their doors. But nothing availed to counteract their fear of what some one back home might say.

"In their failure to act they failed in their duty. They discredited the plan of collective bargaining. We dealt with them on that plan at their own solicitation. We had cheerfully dealt with them for years, not in our way but in their way, and when they send to us a committee that refuses to act, they not only treat us unfairly, but they repudiate their own system. Nothing could be more unfair than to refer back to their own membership the decision on a matter so vital as a strike.

"That denies the employer any participation in the settlement. It becomes a one-sided affair, and, because the rank and file cannot be fully informed as to the employer's position, the vote is sure to be influenced by selfish, personal interest rather than by enlightened knowledge of the essential facts. Individuals vote largely for what they want, not for what is right.

"Therefore, we are now heading into a wholly unnecessary and unwarranted strike, one that will hurt everybody and help nobody, one that in all reasonable probability

ill last over a long period, with its endless trail of isery, and all because of the failure of the Brotherhood ystem. There is no committee of the Brotherhood empowered to make a settlement, and the strike must run ntil a plain majority of the Brotherhood shall vote to ccept a proposal which they have just rejected by more an two-thirds.

"If the workers should win they will lose. Their loss wages in three and one-half weeks would equal all they uld gain in a year. Their loss in seven weeks' strike ould equal all they would gain in two years. Yet there not a chance that they will win in seven weeks or seven onths.

"Surely the workers did not anticipate such a result, se more of them would have voted. Just a few over he-half of the general ware membership of the Brotherod cast any vote at all. Forty-six per cent cast no te, certainly not through indifference, but because they d no fear of a strike result. Hence, we have the inlerable result of 2,731 individuals imposing a strike on 7,000 Brotherhood members, upon perhaps 10,000 norganized workers in the potteries, and upon many ore thousands directly or indirectly dependent upon e operation of our plants. The analysis of the vote ows other striking features.

"Although Local No. 9, East Liverpool Kilnmen cast per cent of the vote of that city and registered sixteen one in favor of a strike, the total vote of all East Iverpool locals, including all workers from Chester and ewell, was less than two-thirds for a striker. But East Iverpool's vote favoring peace was more than overcome the overwhelming strike vote of those locals outside East Liverpool, Trenton and Sebring. Those outside cals voted four to one in favor of a strike, casting 44 r cent of the total strike vote of 2,731, and imposing eir will upon the East Liverpool center.

"The industry has passed through no serious strike for re than twenty-eight years, only because previous conence committees have had the courage to assume the sponsibility delegated to them of making agreements. d the adjustment of wages always been left to a vote the trade, it is safe to assume there would have been strike every two or four years. The Brotherhood must id some more righteous and effective method if we are continue dealing with them under their plan of collctive bargaining.

"It is the disposition of the Labor Committee to allow proposal of a renewal of the old agreement to remain open for a reasonable period, or until the workers ve an opportunity for a sober second thought, but if the strike is prolonged we must conclude that our present rm of agreement is a failure, that it should be scrapped and that some arrangement for the future operation of the plants be adopted that will protect us against a good ny abuses now prevalent, and against such a catastrophe as we are now facing through the dictation of an unreasonable and unthinking minority of the workers."

Tariff Bill Now a Law

By a conspicuously large vote the House adopted the conference report on the tariff bill on September 15 and President Harding signed the bill the next day and the long debated measure is now in effect as a law. The rates now in force which must be used in figuring imports are as follows:

Par. 207. Clays or earths, unwrought or unmanufactured, including common blue clay and Gross-Almerode glass pot clay, not specially provided for, $1 per ton; wrought or manufactured, not specially provided for, $2 per ton; china clay or kaolin $2.50 per ton; bauxite, crude, not refined or otherwise advanced in condition in any manner, $1 per ton; fullers' earth, unwrought and unmanufactured, $1.50 per ton; wrought or manufactured, $3.25 per ton; silica crude, not specially provided for, $4 per ton; silica, suitable for use as a pigment, not specially provided for, $7.50 per ton; fluorspar, $5.60 per ton.

Common Earthenware

Par. 210. Common yellow brown, or gray earthenware made of natural, unwashed, and unmixed clay, plain or embossed; common salt-glazed stoneware; stoneware and earthenware crucibles, all the foregoing not ornamented, incised, or decorated in any manner, 15 per centum ad valorem; ornamented, incised, or decorated in any manner and manufactures wholly or in chief value of such ware, not specially provided for, 20 per centum ad valorem and Rockingham earthenware, 25 per centum ad valorem.

Par. 211. Earthenware and crockeryware composed of a nonvitrified absorbent body, including white granite and semiporcelain earthenware, and cream-colored ware, and stoneware, including clock cases with or without movements, pill tiles, plaques, ornaments, toys, charms, vases, statues, statuettes, mugs, cups, steins, lamps and all other articles composed wholly or in chief value of such ware; plain white, plain yellow, plain brown, plain red, or plain black, not painted, colored, tinted, stained, enameled, gilded, printed, ornamented, or decorated in any manner, and manufactures in chief value of such ware not specially provided for, 45 per centum ad valorem; painted, colored, tinted, stained, enameled, gilded, printed, ornamented, or decorated in any manner, and manufactures in chief value of such ware, not speceially provided for, 50 per centum ad valorem.

China and Vitrified Wares

Par. 212. China, porcelain, and other vitrified wares, including chemical porcelain ware and chemical stoneware, composed of a vitrified nonabsorbent body which when broken shows a vitrified or vitreous, or semivitrified or semivitreous fracture, and all bisque and parian wares, including clock cases with or without movements, plaques, pill tiles, ornaments, toys, charms, vases, statues, statuettes, mugs, cups, steins, lamps, and all other articles composed wholly or in chief value of such ware, plain white, or plain brown, not painted colored, tinted, stained, enameled, gilded, printed, or ornamented or decorated in

(*Continued on page* 34)

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. ZIMERMAN, REPRESENTATIVE

DECIDED improvement in the demand for glassware has been noted by selling agencies and manufacturers during the last few weeks. Buyers have shown a desire to anticipate late fall and holiday stocks in rather liberal volume, and it may be that next month will show a heavier demand for the general line than at present. This may result from the strike in the generalware pottery industry. Mail orders are in more liberal receipt, both as to numbers and volume, and salesmen who are completing their late summer trips are also forwarding favorable specifications. From all outward appearances factories featuring general lines will operate actively throughout the remainder of the year.

With wage scales in the glass industry approved, buyers now can rest easy in the thought that the market is firmly established. There was some timidity shown among a particular class of buyers some weeks ago about the future of the selling list, but now that the situation has been clarified, business can continue along the usual channels. Manufacturers are looking forward to an exceptionally heavy demand for all lines during the last quarter, and this is resulting in production being augmented in some plants.

Samuel Frazier and Walter I. Jones, western salesmen for the United States Glass Co., will start out on their fall trips next week. In addition to showing the usual lines, the novelty offerings of this concern will be made a prominent feature of all displays.

The Pittsburgh Lamp, Brass & Glass Co. is arranging to work a 14-pot furnace at its Jeannette, Pa., plant, which has been inactive for almost a year. The tanks at this plant have been in operation, but with the large furnace active, the production of the plant will be wonderfully increased. The starting of the furnace is one of the best indications possible anent the business situation with this company.

Many buyers who for years have visited the main offices of the United States Glass Co. here will learn with regret that Miss Emma Sherran, who has had charge of the sample rooms, has left the service of the company. Miss Sherran a few days ago become the bride of Robert Golden, one of the most prominent real estate men of Pittsburgh, hence her retirement from the "States."

"Jake" Kohnfelder, in charge of the china, glass and housefurnishings department of the Kaufmann & Baer Department store, has been spending the last few days in the eastern market. During his absence, the department has been under the direction of H. B. Schleche

Leon Moses, with the Frederick Losier Co., Brooklyn N. Y., spent a few hours in the district late last wee en route to East Liverpool. Like many other buyers h sought immediate shipment of all of his orders on file i the East Liverpool district.

Glass manufacturers in the Bellaire, O., district hav been having more or less trouble with their small hel of late. The boys employed at the Imperial plant wer on strike, but returned a few days afterwards. No soone had this difference been adjusted, when the boys em ployed by the Bellaire Bottle Co., went out. The latte had been receiving $2.56 per day and went on strike t demand an increase to $3 @ $3.50 per day.

The Knickerbocker Cut Glass Co. has been formed t establish a plant at Corning, N. Y., Julius D. Tobias o New York City is president of this new concern an Dwight L. Cochran of Corning, N. Y., has been selecte secretary.

The demand for novelty glassware for the holiday se son is increasing rapidly. Lines shown here last Januar have been in good request, and even those items whic have been added to such lines during the last few month have had a good movement.

The Genesee Cut Glass Co., Rochester, N. Y., is a ranging to increase its capital stock through the sale o 300 shares of the par value of $100 and 200 shares o common stock of no par value.

The Corning Glass Works has added a nursing bott to its extensive line, made of Pyrex glass.

Transfer books of the Hazel-Atlas Glass Co., Wheeling, W. Va., closed Sept. 20 for a 2 per cent cas dividend payable Oct. 1.

American Glassware Registers Hit in Afric

American crystal and imitation cut glass sells partic larly well in Cape Town, Africa, Vice-Consul Arthur H Cawston informs us is the opinion of one of the leadi glassware dealers there. Such items as butter dishe water pitchers and bowls are in good demand. Ret prices of this class of goods are two and three times high there as in this country. This is in part due to t large loss from breakage on the long trip from the Unit States. Because of the extremely high prices charg for genuine cut glass of quality, it is seen in the hom of only the wealthy. Speaking of competition Mr. Caw

on says, that about the only competition the United tates has in crystal glass is from Germany. The German roduct is cheaper than the American but is greatly inerior and dealers say that they do not think that it will ain much favor unless it is greatly improved. Although is impossible to obtain exact figures of imports of crysl glass, it is estimated that there was about two-thirds s much imported from this country during 1921 as uring 1920. In view of the fact that the total imports rom the U. S. during 1921 were less than 50 per cent f the 1920 figures, this is quite a good showing for merican glassware.

Dutch Glass Industry

The "De Schie" Glass Works at Schiedam are enleavoring to get their hands to accept the new scheme f work in three shifts, says a foreign contemporary. his means that night work would again become necesry in this industry. Dutch workmen, however, are very ostile to any reorganization of work upon this basis. n May 28 a fire destroyed two furnaces entirely, and third has required a deal of repair. The government as authorized the "De Schie" to introduce the threeift system of work for a period of three months in order prevent any strike resulting from this accident.

BOOKS

Knowledge Builds Better Business

HAIN STORES. By Walter S. Hayward and Percival White. Published by McGraw-Hill Book Co., New York.

A complete and thorough exposition of the chain store stem of merchandising as developed and utilized by e large chain stores of the day. It clearly and entertainigly sets before the reader the principles of this Amerian method of distributing goods at retail and discusses ll its 400 odd pages locations, purchasing and general erchandising problems, organization and personnel, nancing and the prominent varieties of chain systems, cluding the five-ten and twenty-five cent store chain. good book, informative and filled with ideas which will interest a good many independent retailers and all others who wish to be informed of the possibilities of this intensive system of serving the public.

BRITISH POTTERY MARKS. By G. Wooliscroft Rhead. Published by Scott, Greenwood & Son, London.

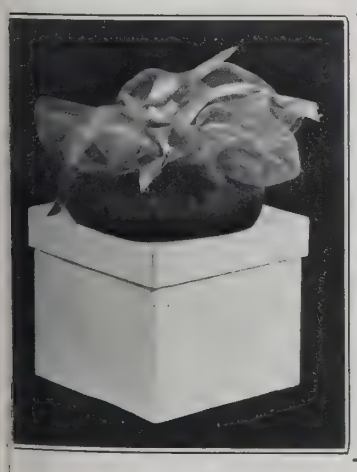
This volume should prove a very useful reference book for dealers, collectors and all who are interested in identifying the many pottery marks. All the characteristic and and many of the occasional marks of British potters to the number of more than 1,200 are included in its 303 pages. The arrangement in alphabetical order facilitates reference and the text is illustrated with 15 half tones.

BULLINGER'S POSTAL AND SHIPPER'S GUIDE. Published by New England Railway Pub. Co., Boston.

This is the 1922 edition of an old and well-known guide which has been annually issued since 1872, and is a standard reference book containing a large amount of useful information in a convenient and accessible form for manufacturers and merchants. A complete list of every postoffice, railroad and express station is included with terminals and mileage. One of the unique features introduced in this edition is the arrangement of steamship and steamboat lines on colored pages to facilitate the work of reference. Additions have been made by adding data on Nwfoundland and Hawaii and a better quality of paper makes a more attractive volume with less bulk than formerly. An authoritative and accurate guide for the office and shipping room.

SALESMANSHIP. By William Maxwell. Published by Houghton Mifflin Co., New York.

Twenty years of selling experience are included within the covers of this 234 page book by a vice-president of Thomas A. Edison Co. It is an informative book filled with practical advice and covers the outstanding phases of the subject, such as the science of salesmanship, counter sales, collecions, credits and the management of a selling staff. Written in a clear, readable, manner, this book may be summed up as a practical contribution to the selling literature of the day and a guide and stimulating force for developing better salesmanship.



Carney'sRose Sachet Bags

A beautiful Chiffon Bag filled with Rose Buds and Leaves

The delightful fragrance in this Rose Bag was produced after several years' experimenting—trying to produce a perfume for Sachets that is lasting.

Through a process of freezing this fragrance is developed, and will last from three to five years. This Rose Sachet makes a very acceptable Gift. Write for sample and prices.

CARNEY ART CO.
Butte, Montana

Fred. C. Reimer Co., Inc.
141 5th Ave., New York
REPRESENTING
"KRAUTHEIM" DINNERWARE
"THERESENTHAL" FINE GLASSWARE
"SCHIERHOLZ" ART GOODS
"ROYAL DUX" ART GOODS
"LUCCA" ART GLASSWARE
—WHITE CHINA—
STOCK—AND—IMPORT
(Phone Ashland 7032)

Roseville Pottery Co. in New Quarters

(*Continued from page 21*)

mirrors, which give a most delightful effect. The floor is completely covered with a rich brown velvet carpet. A cosy corner fitted up especially as a convenience for the buyers to rest, write, read, or smoke, is somewhat of an innovation that they will probably appreciate greatly. This has a fine large sand colored velvet covered davenport backed with a long table with lamps, smoking accessories, etc., also console tables to match at either end, which are fitted with beautiful lamps, shedding a soft restful light, comfortable easy chairs upholstered in velvet and tapestries to match and in contrasting colors, completes this interesting and comfortable corner. Still another feature that should not be forgotten, is a unique ventilating system by which fresh air is constantly brought in and the bad air forced out by means of an exhaust fan artistically arranged behind a round carved wood opening in the wall.

The offices of Mr. Van Arsdale and his assistants occupy the front end of the salesroom, here linen colored draw curtains and embroidered valances of the same material at the front windows add a further note of richness to the furnishings. The concern is certainly to be congratulated on the selection of so convenient a location, as well as in the good taste displayed in fitting up the place.

OBITUARY

Frank Herschede

News of the death of Frank Herschede, the well known head of the Herschede Jewelry Co., Cincinnati, O., which occurred at Rochester, Minn., following an operation, on September 10th, at the age of 65 years, will be received by his host of friends in the china and glassware trade with keen regret. Mr. Herschede was well known among the china and glassware wholesalers, through having bought these lines for his store for many years. He was a man of very genial disposition and was well liked by all with whom he came in contact. He was president of the Herschede Jewelry Co., the Herschede Hall Clock Co., and the Herschede Realty Co. He was a member of the Chamber of Commerce, Business Men's Club and Cincinnati Council, Knights of Columbus. His wife and eight children survive him.

Business Briefs

The Grand Leader Store has opened at South Bend Ind., with Joseph Scheninger as manager. Prominent among the departments are crockery, glassware and housewares.

Joseph W. Driscoll, who operates a 5 to 50c. variety store in Framingham, Mass., has opened a second store in Uxbridge, Mass.

THE ROSEVILLE POTTERY CO., Inc.

announce the
Removal of their New York Office and Salesroom
to

292 FIFTH AVENUE

Between 30th and 31st Streets

New Telephone:
LONGACRE 10183

SPECIAL NOTICE—Co-incident with their Removal they also announce the Discontinuance of their Retail Department.

In the Household Utility Aisle

ome Practical Aids for Easier and Better Housekeeping—Time Savers and Labor Lighteners That Appeal to Busy and Discriminating Housewives and Are Stocked by Progressive Merchants Who Are Alert to Supply What the Public Wants

By Beatrice Miller Wisner

ousehold Utilities Welcome Holiday Gifts

With economy still knocking at the door, there will be very thoughtful selection of holiday gifts this year. nd after all, there can be no more acceptable gift than ie for the most necessary department in the home—the tchen. For there centers the building of health and storing contentment. "We can live without books, it civilized man cannot live without cooks," hence linary devices and household appliances of every description will find ready and willing purchasers, and the aler who is looking well into the future, will replenish ls stock and keep it up to full quota to make ready for te onslaught. Aluminum, enameled ware, wooden ware, d a host of electrical utilities, percolators, toasters, hot ates and many other new devices will find hands etched out and pocket-books loosened at the holiday ason for these essentials—gifts of merit, economy and cessity. Put the sign on the door—HOUSEHOLD TILITIES FOR SALE.

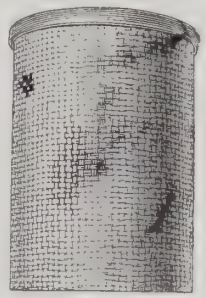
"Liberty Hot Plate" Meeting the Demand

Electrical appliances of high character and consistent ce always find a ready market and after much thought this subject, the Liberty Gauge & Instrument Company, eveland, Ohio, has brought out the "Liberty Hot Plate," practical, low priced, efficient hot plate which combines quality and price to meet the demand of the fastidious consumer. This hot plate shown in the illustration, is beautifully nickeled, has long heating element, gives large radiating surface, easily renewable strong single-piece full nickel grill, three extra coaster legs, cannot injure highly polished surfaces, joints are tight, no sharp corners, thick asbestos pad retains heat and reflects it upward, nickeled bottom increases strength and protects surface underneath, six feet of heavy black double extension cord, standard two-piece plug fits any lamp or base socket, cord is secured to bottom plate with pressed lava insulation. Every Liberty Hot Plate has the name stamped on the bottom. The firm furnishes selling helps in the form of window and counter displays, and also comprehensive advertising appears in monthly publications, which is a sales stimulus and strong publicity forerunner. Practicability and attractiveness at popular price has brought the Liberty Hot Plate to the door of the far-seeing housewife, who believes that economy must be linked with judgment in selecting worthwhile electrical appliances.



Substantial, Attractive Waste Baskets

No house can look absolutely tidy unless a handy trash basket is supplied for every room, and a good looking receptacle that will stand hard usage and adequately accommodate all the little odds and ends that collect from time to time, is not only a necessity but an attractive addition to room furnishings. The Vol-Cot baskets, manufactured by the American Vulcanized Fibre Co., Wilmington, Del., are permanently embossed, the only ones of the kind on the market, are guaranteed to last five years, and if they fail in normal service within that period, will be replaced. The Vol-Cot products are made of tough vulcanized fibre, to withstand the roughest possible usage, they cannot dent, rust, warp or splinter and will not break, their natural finish cannot crack or chip, have solid sides and bottoms so as not to allow small bits of trash to sift through onto the floor. For living room or library and bed rooms these attractive baskets come in rich brown, deep green and blue-white embossed, with basket-weave design; for bathroom, embossed with basket-weave design, blue white; for the kitchen deep brown and blue white with basket-weave design, and for office, plain finish in olive green or maroon brown, in various sizes to suit the needs of the room. The Vol-Cot baskets have received the highest reward for extremely durable service and attractive appearance, bringing the American Vulcanized Fibre Company's products up to the highest standard of manufacture. The illustrations above show the attractive features of these baskets.





L. BERNARDAUD & CO.

LIMOGES, FRANCE

FINE FRENCH CHINA

IMPORT

Decorated Dinnerware *White for Decorating*

STOCK

Twenty Patterns for Prompt Delivery *White for Decorating*

L. BERNARDAUD & CO.

46 MURRAY STREET, NEW YORK



MERCER

Underglaze Decorated

Hotel Ware

Half-Thick :: Roll Edge

A new and distinctive underglaze print

"LAUREL"

Printed in bright green under our rich hard glaze.

Every hotel supply house should have at least a sample line of this decoration which is selling wherever it is shown.

Write for samples which we will gladly supply free of charge.

CHICAGO OFFICE: ROOM 408, GARLAND BUILDING, A. G. HALLGREN, REPRESENTATIVE

MERCER POTTERY COMPANY, Trenton, N.J.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

ANNOUNCEMENT that the potters would walk out on October 1, demanding higher wages than the potteries were willing to pay, while not a surprise to members of the local trade, was received as a decidedly discouraging factor. Members of the trade with years of experience back of them, ventured the statement that the strike would last for at least two months if not possibly three. The controversy arises at a most inopportune time, inasmuch as the potteries are now busy filling out orders for holiday trade and many of them are booked for several months ahead. The situation is expected to give the wholesalers who have stocks on hand a rare opportunity to clear out their stock at a good profit. Those who handle imported lines of dinnerware are confidently anticipating a good business for the remainder of the year, regardless of the new high tariff.

Sale of glassware is reported as good along State street, where Chicago's bigger stores are located, the fall wedding season having brought in many buyers for gifts such as cut glass pieces, stemware, and fancy glassware.

At a meeting of the Gifts, Art Wares & Novelties Association held at the Plamer House last Thursday, plans were launched for the second annual gift show for Chicago to be held next August. The constitution of the association was adopted and the nominating committee authorized to select new officers for election at the next meeting.

E. Mincks, secretary of the Albright China Co. and manager of their Chicago office, has returned to Scio, O., where he will remain until the settlement of the potters' strike.

Chicago's household appliance and food business will be combined in an exposition at the Coliseum, September 30 to October 7. The exhibit will be opened to the public on Saturday of this week. This is the Second Annual Food and Household Appliances Exposition held in Chicago. The event is under the auspices of the Chicago *Herald and Examiner,* which reported great success in a similar undertaking last year. Well known makers of food and household goods have contracted for space and many of them plan daily demonstrations at their booths. Other features will include a fashion revue and daily concerts, afternoon and evening.

The Great American Art Manufacturing Co., 225 N. Michigan Avenue, manufacturers of lamp shades, art novelties and wares, have joined the Chicago Association of Commerce.

The Illuminating Products Co., 117 N. Des Plaines Street, manufacturers of illuminating fixtures and parts, was incorporated last week for $20,000. Those interested in the new incorporation are Ben S. Chapman, Harry R. Chapman and Nathan E. Chapman.

F. C. Coulter, crockery and housefurnishings buyer from Frankfort, Ind., and O. Gordon, house furnishings buyer from Gas City Ind. were recent visitors on the Chicago market.

The Williams Picture Frame and Moulding Co. of America, located at 1522 W. 22nd Street, Chicago, received a state charter last week. The capital of the company is $100,000 and the officers are F. W. Williams, L. A. Williams, and A. F. Connell.

Arrangements have been made for Fall Merchants Week in Chicago from October 2 to 6. More than thirty sales managers and heads of wholesale and manufacturing companies, met early in September upon the request of the Trade Commissioner of the Chicago Association of Commerce to work out the details of the merchants week. Fare and one-half has been granted to merchants by the Western Passenger Association. Fifty thousand circulars telling merchants of the Middle West of the reduced railroad fare offered to them have already gone in the mails.

The Drummond-Seeley Co., representing manufacturers of gift merchandise, reported good demand for gifts of every description during August and September. The new numbers of the Regal Art line of wall plaques, book ends, and pictures, sold by the Drummond-Seeley Co., have been especially popular of late.

John S. Ward, wholesaler in glassware and novelties with display in the Heyworth Building, returned this week from a six weeks' trip through the South. Mr. Ward has recently added to his lines several numbers in lustre lamp bases with floral and panel decorations which should prove very popular because of their individuality and due to the fact that they get away from the general run of solid color lustre lamp bases.

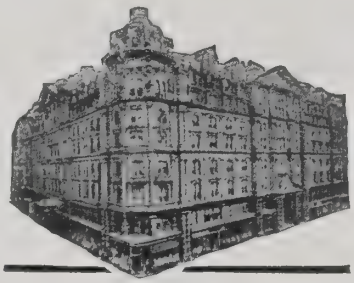
The National Silver Deposit Wares Co. of New York, selling through F. B. Tinker in Chicago, is displaying an extensive line of heavy silver decorated cut glass in a variety of table and ornamental pieces. Samples are on display in F. B. Tinker's showrooms, ninth floor, Heyworth Building.

CHICAGO

READY TO SERVE
BUYERS OF
CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Guernseyware, Room 562
COOKING UTENSILS
Vitrified China, Plain and Decorated
ROLLED EDGE HOTELWARE
Vitrified China, Plain and Decorated
T. F. Reid, Representative
Telephone Dearborn 4700

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
Dinnerware, Vitrified Hotel Cooking Ware and Tea Pots, plain and decorated.
Aluminum for special sales and high grade Cut Glass.
Electric Irons, Toasters and Curling Irons.
Phone, Dear. 4700

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

Imported overglazed
CHINA COLORS
Powdered or Mixed for Use
Everything for China Decorators
PILKINGTON MANUFACTURING CO.
3223 W. Lake Street Chicago

A few words in this space will bring in many dollars

Phone Wabash 860

THE HAEGER POTTERIES, Inc.
Pottery of Distinction
Dundee, Illinois
Chicago display with
W. C. OWEN
17 No. Wabash Ave.

FRENCH CHINA CO.

Office and Display Room

136 West Lake Street

KAY BEE CHINA WORKS

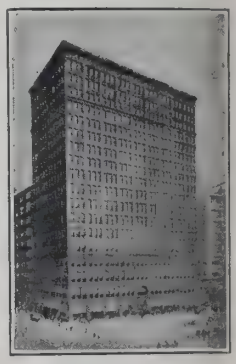
Manufacturers

High Grade China

CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE



The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach the trade you want. Phone Wabash 860 for particulars.

JOYCE ART STUDIO

Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.

Phone Austin 1500

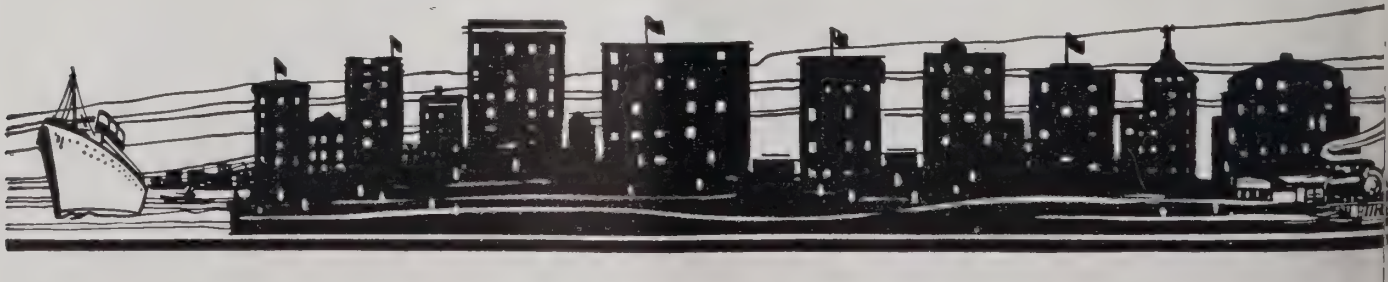
5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.

Chicago Display, 806-7-8 Masonic Temple

Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.

Harry G. Dalzell
Phone
Central 3497.



CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

LIN-O-LITE SHADES

An innovation, hand painted Linen, Silk Lined and Silk Braid Trimmed. Durable and strong. Made by

VOLKMAN & CO.
3223 W. Lake St.

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

Here's a good business building card for sale at a little price.

Phone Wabash 860

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Bonita Art Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.
9 North Wabash Avenue
Chicago

REPRESENTING
Pope-Gosser China Co.
Seneca Glass Co.
Susquehanna Cut Glass Co.
The H. E. Rainaud Lamp Co.
Shepherd Co.
Wood-Art Co.
Evanridge Pottery

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

TO LET

Why not Move In?

Rent at Pre-War Level

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046

HISPANO-MORESQUE
LUSTRES & METALLIC GLAZES
Vases, Bowls, Lamps, Comports, Candlesticks
THE N. O. CEDERBORG CO.
Chapman Block, Aurora, Ill.



W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Young man to call on the local China and Glassware trade. One with experience preferred. Splendid opening for right party. Address Box 205, care CROCKERY AND GLASS JOURNAL.

WANTED—Young man as stock clerk in large China importing Business. Good references essential. Apply Stock Clerk, Box 206, care CROCKERY & GLASS JOURNAL.

WANTED—Experienced packer of China. Must be sober and industrious and present references. Apply Box 207, care of CROCKERY & GLASS JOURNAL.

BUSINESS OPPORTUNITIES

OVERSTOCKED on Hotel Ware, individual butters and Creamers in regular factory seconds, at $2.00 per gross in large quantities only, F. O. B. Boston, all kinds of Dinner Ware and a specialty 5 & 10c. assortments. United China Co., 31-33 Portland Street, Boston, Mass.

AN old established manufacturers' agency firm on the Pacific coast are open to represent a good reliable factory making tank glass, tableware, fish globes, confectionery display jars and soda water supply glassware. Only interested in factories able to ship at least two cars monthly. Box 204, care CROCKERY AND GLASS JOURNAL.

FOR SALE—Complete Iron Work in first class condition for six Decorating Kilns (8 tile). Mt. Clemens Pottery Co., Mt. Clemens, Mich.

Tariff Bill Now a Law

(*Continued from page 25*)

any manner, and manufactures in chief value of such ware not specially provided for, 60 per centum ad valorem; painted, colored, tinted, stained, enameled, gilded, printed, or ornamented or decorated in any manner, and manufactures in chief value of such ware not specially provided for, 70 per centum ad valorem; any of the foregoing articles containing 25 per centum or more of calcined bone, not painted, colored, tinted, stained, enameled, gilded, printed, or ornamented or decorated in any manner, 50 per centum ad valorem; painted, colored, tinted, stained, enameled, gilded, printed, or ornamented or decorated in any manner, 55 per centum ad valorem.

GLASSWARE

Par. 218. Illuminating articles of every description, including chimneys, globes, shades, and prisms, for use in connection with artificial illumination, all of the foregoing, finished or unfinished, composed wholly or in chief value of glass or paste, or a combination of glass and paste, 60 per centum ad valorem; all glassware commercially known as plated or cased glass, composed of two or more layers of clear, opaque, colored, or semitranslucent glass, or combinations of the same, 60 per centum ad valorem; table and kitchen articles and utensils, and all articles of every description not specially provided for, composed wholly or in chief value of glass or paste, or combinations of glass and paste, blown or partly blown in the mold or otherwise, or colored, cut, engraved, etched, frosted, gilded, ground (except such grinding as is necessary for fitting stoppers or for purposes otl than ornamentation), painted, printed in any mann sand-blasted, silvered, stained or decorated or or mented in any manner, whether filled or unfilled, whether their contents be dutiable or free, 55 per cent ad valorem; table and kitchen articles and utensils, co posed wholly or in chief value of glass or paste, o combination of glass and paste, when pressed and polished, whether or not decorated or ornamented in a manner or ground (except such grinding as is necessa for fitting stoppers or for purposes other than ornamen tion), whether filled or unfilled, or whether their c tents be dutiable or free, 50 per centum ad valorem; P vided, That any of the articles specified in this pa graph, if containers of merchandise subject to an valorem rate of duty or to a rate of duty based in wh or in part upon the value thereof, shall be dutiable at t rate applicable to their contents, but not less than the r provided for in this paragraph: Provided further, Th for the purposes of this Act, bottles with cut-glass st pers shall with their stoppers be deemed entireties.

Par. 231. Smalts, frostings, and all ceramic and gl colors, fluxes, glazes, and enamels, all the foregoi ground or pulverized, 30 per centum ad valorem; in a other form, 40 per centum ad valorem; opal, enamel cylinder glass tiles, tiling, and rods, 40 per centum valorem.

Par. 1414. Dolls, and parts of dolls, doll heads, t marbles, of whatever materials composed, air rifles, t balloons, toy books without reading matter other th letters, numerals, or descriptive words, bound or u bound, and parts thereof, garlands, festooning and Chri mas tree decorations made wholly or in chief value tinsel wire lame or lahn, bullions or metal threads, a all other toys and parts of toys, not composed of chi porcelain, parian, bisque, earthen or stone ware, and r specially provided for 70 per centum ad valorem.

Buyers in New York

(*Continued from page 21*)

E. S. Beebe, toys, J. W. Robinson, Los Angeles, Calif., 3 5th Ave.

J. W. Powers, toys, housefurnishings and china, Stewart G. Co., Louisville, Ky., 16 West 39th St.

L. A. Dempsey, lamps, McCreery Co., Pittsburgh, Pa., 23 E 26th St.

Mrs. C. Neuman, china and glassware, J. G. Paulette, hou furnishings, Miller & Rhodes, Richmond, Va., 432 4th Ave.

W. R. Hume, housefurnishings, G. C. Boyd, mdse. mgr., hou furnishings, Woodward & Lathrop, Washington, D. C., 7th Ave.

B. Strauss, toys, L. Hammel D. G. Co., Mobile, Ala., 1 Broadway, care Baer & Lilienthal.

A. H. Hilker, housefurnishings, Gilmer D. G. Co., Winst Salem, N. C., 44 West 18th St., Breslin.

SEPTEMBER 27, 1922.

W. B. Stanton, toys and housefurnishings, Stewart & Co., B timore, Md., 16 West 39th street.

W. Libby, housefurnishings, Gilchrist Co., Boston, Mass., Fifth Ave.

R. Evans, china and housefurnishings, J. N. Adam & Co., B falo, N. Y., 16 West 39th street.

Z. W. Barnard, china, Cowell & Hubbard Co., Cleveland, McAlpin.

S. M. Goldberg, kitchenware, S. M. Goldberg, Lawrence, Ma Breslin.

E. S. Beebe, toys, J. W. Robinson Co., Los Angeles, Calif., Fifth Ave.

G. E. Bacon, housefurnishings, E. E. Bacon Co., Rome, N. Latham.

ESTABLISHED IN 1874

PHONE STUYVESANT 6052

Crockery and Glass Journal

The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

Published Every Thursday

By

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45 EAST 17th STREET .·. NEW YORK

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VOL. 95 OCTOBER 5, 1922 No. 14

AS THE EDITOR SEES IT

DO WE NEED A SCIENTIFIC TARIFF?

FOR more than a century the tariff has furnished a good deal of material for argument and debate—a political bone over which opposing factions e waged heated battles. For a good many months t manufacturers and distributors have been up in air as the long-drawn-out debate slowly went its tor- us way. But the end has at length been reached and tariff is now a law. We have the tariff and time alone tell what use business is going to make of it and much help it will afford business.

LREADY a good many are talking about the higher prices which the tariff will bring. Others in favor igh protection affirm that it should not result in ma- ally higher prices. The uncertainty of assessment foreign or American valuation is over but all uncer- ty is not yet past. This is evident in the new law ch authorizes the President, after investigation by United States Tariff Commission, to increase the duty to and not exceeding 50 per cent. of any article, upon rtaining that the duties fixed by the law, do not al the difference in costs of production in the United tes and in a competing country. Only time can de- nine the value of this unprecedented act.

UT uncertainty has always existed for upwards of a century in regard to the length of time a tariff law remain in force. Ever since 1816, tariffs have been ted to continue in force awhile and then replaced n new laws. Without indulging in ancient history can recall the McKinley bill which increased the ral level of rates about 11½ per cent. This was aced four years later by the Wilson bill which ght the average level down to 38½ per cent. Three s passed before the pendulum swung back to higher s in the Dingley act with average rates about 57 per cent. The Payne-Aldrich bill went into effect in 1909, stood for four years and was replaced by the Underwood-Simmons bill in 1913 which in turn has been replaced by the Fordney-McCumber act now in force.

NOW, omitting all controversial features of the new tariff, it seems pertinent to inquire whether the methods by which we make tariff legislation are calculated to insure the prosperity of the nation as a whole. Uncontestably, the tariff is a national issue, since its enactment effects the whole nation. But we all know that the framing of the 1922 tariff was a good deal of a local issue. Many prominent business men have told us that "there is too much Government in business and not enough business in Government." There is a good deal of truth in this. And business men having seen the effect of politics and "local issues" at work in enacting the new tariff, are now beginning to perceive that there is a good deal of sense in the suggestion that "the tariff should be taken out of politics." This can mean but one thing.

IT implies that a tariff be framed and maintained in a scientific way. This means that duties would be imposed only after a thorough understanding of production and distribution at home and abroad. Most business men will like this idea, for it is a sensible proposition to put laws effecting business upon a business basis. Regardless of the merits or demerits of the tariff, it is not a clean-cut business piece of work. It is likely that some of the new rates will be found too high and other rates will likely be found not high enough. That the framers of the bill evidently are dissatisfied with the job they have done, is evident in the power to raise rates granted to the President. A tariff which shall insure the greatest measure of prosperity to the Nation is not easily

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Tact in Selling Converts "Lookers" Into Buyers

Ability to Size Up Customers Big Factor in Good Salesmanship and Persuasive Force of Suitable Merchandise Can Be Cleverly Used to Make Up Minds of Undecided Purchasers, But Patience Is Often Needed to Put Lagging Sales Over

IT is a well recognized commercial truth that nothing is more vital to the success of any business, wholesale or retail, than that it possess an intelligent sales force. Capable salesmen and saleswomen are even more necessary for the success of a retail store than for a wholesale establishment, and many incidents are told of how clever selling tact, patience, etc., have secured sales that otherwise would have been lost. Not all of these incidents concern salespersons employed by the larger stores.

For instance, there is this one, in which figured an employe of a crockery and housefurnishings store in a medium sized city in the neighborhood of New York. A middle-aged and two young women came into the store in question and inquired about some dinnerware. After showing several patterns the salesperson found out that the young women were daughters-in-law of the older woman, and that they were making the purchase for the former. It was also learned that one of the young women thought anything was good enough, while the other wanted something really good.

With this impression uppermost in mind the salesman showed a cheaper set than the one they had first looked at. The daughter-in-law in favor of quality asserted at once that she would not share in the purchase of anything so cheap as that. The other seemed satisfied that it would do.

The salesman saw that he would have to keep his wits about him or lose the sale. He realized that he either had to sell one a cheaper set or the other woman a better set unless he could get them separated. Therefore, he moved away from the cheap set and drew their attention to a set of better quality than either of the first two shown. He showed the elderly woman what a fine pattern it was, gave the "quality" daughter-in-law a cup and saucer to look at and led the elderly woman and the other daughter-in-law nearer the window. There he delivered a short but effective sales talk based on the better satisfaction which the quality set would give them, showing why it was desirable to buy a good set rather than a cheap one.

When the salesman thought he had the "price" daughter-in-law convinced of her error, they returned to where the "quality" daughter-in-law was. The salesman took the cup and saucer which the latter had been examining and told her that the set satisfied the elderly woman. He also told her that the "price" daughter-in-law considered the price satisfactory. The whole set was then viewed and the sale was completed. In addition to the sale the way the matter was handled made future tomers of both the younger women.

A saleswoman of a Western store reported rec this incident in which she had figured: "When we m from our old store into the new one we had much room and put in a new lamp and glassware departn One Saturday we were exceedingly busy and a lady to look for a candlestick. She looked over the stock over half an hour, changing her mind again and a while other customers were waiting and being se I was getting pretty nervous, for she wanted to see e thing we had. Finally, she said: 'I'll take this one made out my slip and wrapped the article up before had time to change her mind again. She left, but few minutes she came back and asked me to show some bowls. I did so, and she bought one. While goods were being wrapped up she said, 'I went to other store and couldn't find anything I liked so You were so nice in helping me decide that I thoug would come back again.'

"I think I made that sale through patience, for if I not stayed with her she would have gone out. As it she came back and is now a regular customer."

The "I will-look-around-some-more-before-I-dec type of customer always supplies a problem. Yet, if kind of customer is properly handled, the final makin the sale is really easy. It has been found, by one s man at least, that to force goods on that kind of a p pect is sure to drive her to some other store. This s man advises the cautious customer to shop aroun much as possible, for he knows that if such a cust returns to the store she does so for the sole purpo buying.

In cases where the customer is not so decisive in assertions about looking around more first, the sale in question has two methods of working. One of is to ignore the customer's assertion and to present sp features of the merchandise that will appeal more str ly to her than the thought of making a round of the st The other is to lay aside the article under consider and to take up something which the salesman k cannot be beaten by any other store in town. Whil second article is not often sold, unless the customer r wants it, the fact that it beats anything for the that any competing store can offer, frequently cause customer to regard the disputed article in a more re able light and clinches the sale.

Pottery Strike Closes Plants Up Tight

All Member Plants of United States Potters' Association Are Idle—Labor Committee to Hold Open Old Wage Agreement for Awhile, with All Members Standing Firm—No Signs of New Referendum Vote by Workers in Sight, Despite Dissatisfaction in Labor Ranks

THE first general strike in the generalware potteries of the United States since 1894 was ushered in October 1 and every plant affiliated with the United Potters' Association is idle. No one is venturing a tion when operations will resume. The potteries p in Trenton, according to Vice-President George rlidge of the National Brotherhood, are Lenox, Inc., o Greenwood potteries, Cook's, The Anchor, Mad- Pottery Company, the Mercer, and the Interna-

Jackson Vitrified China Co., of Falls Creek, Pa., acturers of a line of vitreous hotel china and the ern Potteries Co., Erwin, Tenn., making a line of orcelain dinnerware have agreed to the terms e National Brotherhood of Operative Potters, d their employes so concerned an increase of seven nt. and are operating.

ussions are pending now between the Brotherhood s in East Liverpool, O., and the management of . Clemens Pottery Co., Mt. Clemens, Mich., which sult in the new wage agreement being signed be- e week end. This plant is controlled by the Kresge ate stores interests, the latter absorbing the output plant.

output of the Southern Potteries Co., in the semi- in industry, and that of the Jackson Co., hotel nanufacturers, will make very little impression ne market.

elated issue of the *Potters Herald*, the official of the Brotherhood, when it appeared Monday on following its story of these two firms signing v wage scale, observed: "At noon Monday an- rm had signed to the Executive Committee its ness to sign the new scale. The new contract officially completed this evening, President John d said.

n the statement was put squarely up to the hood office Tuesday the only remark made was, 's a conference on now and we can't talk."

one member of the United States Potters' Asso- has shown the least sign of agreeing to the new he main issue being the granting of a seven per rease in wages, or the same wage scale as pre- etween November and August last year.

am Liller, of Lancaster, Pa.; A. F. Faulkner, d, O., and L. R. Thomas, of Pittsburgh, com- ers of conciliation of the Department of Labor, gton, arrived in East Liverpool last Saturday day to probe the strike in the pottery industry. nces were first held with Brotherhood officials, th Secretary Charles F. Goodwin and W. E. Wells, chairman of the Labor Committee of the United States Potters' Association. The trio left East Liverpool soon after these conferences.

Members of the Executive Board of the Brotherhood held a two-day session in Trenton Sept. 29-30, when the generalware strike was discussed.

No statement was issued concerning the conferences when western executive board members returned to their headquarters in East Liverpool. Presidents of all local unions of the Brotherhood will meet in general conference every Wednesday afternoon in East Liverpool during the strike. When a president of a union finds it inconvenient to attend, it has been arranged that he can be represented by a proxy, properly executed.

The president of the mixed local union at Salem, O., has issued a notice to all pottery workers to "absolutely refrain from violence," the notice being the first of the haracter to be uttered since the strike began. It has been pointed out, however, there is no chance for violence, so far as the potteries are concerned, for none will attempt to operate, other than some warehouse work may be done from time to time and a few packages of ware shipped. All such labor will be performed by those officially connected with such plants.

No intimation has come from the Brotherhood side whether or not the pottery workers will take another referendum vote this month on the question of returning to work on the terms of the old wage scale. Perhaps the strike is just a bit "too young" for such a vote to be suggested.

It is recalled that the Labor Committee of the Potters' Association announced that the "offer to return to work at the old wage will be held open a reasonable length of time," and perhaps 30 or 60 days' idleness in the plants will create a strong sentiment that will reverse the vote that caused tthe strike.

Local unions have been inserting special notices in the public press announcing meetings and urging members to "register." Delinquent local union members have but one week to pay their dues, otherwise they will not be entitled to strike benefits, which will be paid every two weeks. In the event the strike continues next week, checks will be issued members for two weeks.

A number of potters working in East Liverpool, but whose homes are elsewhere, have left East Liverpool, while East Liverpool potters who have been working in shops outside that district have returned.

Should the strike close by Nov. 1, it would take several weeks to get plants back in normal working order. Shipping of holiday merchandise would, of course, under these circumstances be practically nil. "Every member

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New York's Foreign Trade in 1921

Imports from foreign countries and domestic exports of crockery and glassware for the district of New York, in quantities, compared with the aggregate of all districts and the total for the United States during the past year as compiled by the New York State Chamber of Commerce is as follows:

	Dist. of N. Y.	All Other Districts	Total U. S.
CROCKERY IMPORTS			
China, porcelain, parian and bisque, not decorated	208,961	467,525	666,486
Decorated or ornamented	3,354,817	3,664,419	7,019,236
Earthen and crockery ware, not decorated	109,635	319,505	451,343
Decorated	1,903,190	2,054,041	3,957,231
All other	183,116	268,227	451,343
CROCKERY EXPORTS			
Chinaware	114,108	198,053	312,161
*Earthen ware and stoneware	453,913	560,416	1,014,329
GLASSWARE IMPORTS			
†Glassware, cut or ornamented	1,113,773	359,204	1,472,977
GLASSWARE EXPORTS			
Glassware, cut or engraved	92,145	84,498	176,643

* Not including bottles, vials, carboys or jars.
† Not including sanitary wares or tiles.

Russian Glass and Pottery Production

The sales crisis which the Petrograd glass and porcelain trust had to endure for about two months, which was of menacing severity, is gradually becoming less acute. There is a demand on the market for window glass both in large and small quantities. Contracts have been made with the Petrograd Textile Trust, etc., to the amount of over four million 1922 standard rubles. Pharmacy vessels are in better demand. the local Medical Supplies Department having given orders to the extent of a million roubles value. The Trust has taken decisive steps to obviate a repetition of such a crisis in the form of longer credit to buyers, etc., and reduction of prices. One factory, the largest of the Trust, the Druzhnaya Gorka, is working almost exclusively on contracts, whereas it had been largely working for stock. Another of its factories (porcelain) has accepted orders from the Volchoff electrical concern which will keep it busy for over two years; and the Mogutovsky glassworks is delivering about 100 cases of window glass per day.

The Tarkovitch factory may be opened in the autumn of this year, when it is contemplated to produce semi-white window glass, besides technical vessels. The Trust is finding itself in competition with similar concerns in the Northwest.

A Russian journal says that the Imperial Porcelain Factory has received an order from England for £3,500 value for porcelain goods to consist chiefly of statuettes, plates and art work.

The "Pravda" (Moscow) in its art chronicle reports the opening of the first exhibition of the Ceramic Faculty of the Superior Government Art and Technical Workshops, which establishment has been in existence for about six months. It counts sixty-five students, some from the Caucasus, the Crimea, Turkestan, Siberia, and the Far North. In the exhibition there are ceramic compositions figuring history as expressed in the earliest vessels and coming down to the newest productions. The laboratory work is very interesting as showing a search for suitable forms and decoration of tea vessels in style of the twentieth century, as resulting from the lat discoveries in applied science and technique. There also an interesting series of toys in clay.

The Polish Glass Industry

After a long period of stagnation, there has at been a revival in the glass industry. There has bee heavy demand for glass and glassware, and stocks wholesalers' and retailers' hands are now practically hausted, and require prompt replenishing. The Po "Commercial Review" has just published an article d ing with the exportation of glass to Hungary. So Czecho-Slovakia has been Hungary's chief source supply for glassware. The leading firms of min water and wine merchants have, however, now been ing Polish manufacturers to submit offers for steady plies of bottles. Owing to the high rate of exchang Czecho-Slovakia, the products of this Polish indu would have the best possible chance of getting a str footing in the Hungarian market. It is added that H gary would be able to purchase not less than 3,000 Polish bottles a month.

Tariff and Retail Prices

R. H. Macy & Co. issued the following statement week relative to prices under the new tariff and r one-quarter page announcement ad clearly explaining policy of the company regarding prices now and in future. This announcement says:

We own stocks aggregating more than $10,000,00 retail, all of it desirable merchandise bought before new tariff law went into effect.

Most of these goods are on our sales floors marke retail at prices based upon their cost to us. The mainder are either in our reserve rooms or in transit

There will be absolutely no increase in the retail of a single article now in our stock, and such articl have not yet had their retail prices marked upon will be priced solely on the basis of their cost to us. will not, in any case, take advantage of any advanc the wholesale markets to increase the retail price o merchandise we already own.

As for merchandise to be purchased by us here we cannot venture to predict what course future w sale prices will take, but when we offer such mercha for sale it will always be at retail prices based upon a cost to us.

We are making this statement because we believ public will be interested to know our attitude in of the uncertainty as to the effects of the new tariff prices.

Trade Showing Gains

Wholesale trade in the New York district d August, although retarded somewhat by the coal an road strikes, showed a distinct increase in a numb

(*Continued on page 23*)

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

ARRIVING in this country this week from England on his first trip here since 1913, A. H. Maddock, head of John Maddock & Sons, will spend about six weeks here studying conditions in America and consulting with John J. Miller, head of Maddock & Miller, Inc., representatives in the United States for the line. Mr. Maddock's intentions are to visit various points throughout the country, in company with J. Meredith Miller of the firm, so that he will get from first hand the views of the trade. When he is not engaged in attending to business he expects to show John Miller that they know something about playing golf in England. The former says he has got to show him.

Mr. Hutchinson arrived in New York this week on his trial buying trip for The Fair Store Co., Cincinnati, O., succeeding John Hahn, who was recently made merchandise manager for the whole store.

Robert H. Yarwood, has again deserted the manufacturers' agency field for that of buyer, having engaged to go with Hager & Bro., Lancaster, Pa., as manager of their china, glassware, housefurnishing, and toy department. Besides being well known in the agency business, he also formerly bought for a number of well known stores. During the last few years, he has conducted his business in Lancaster.

O. H. Cushwa, commercial manager for the United States Glass Co., spent a few days in New York this week conferring with local manager Ed. Craig.

Albert Weber, general manager for Herman C. Kupp, who has been in Europe since the early summer on a trip which was a combination of business and vacation, sailed from Havre aboard the Rochambeau on October 3rd and is due in New York on the 12th.

A. O. Lankas, a well known salesman in the trade for a number of years, has been engaged by Guerin-Pouyat, Inc, Ltd., to travel through Eastern territory for them. He will start on his initial trip this week. W. J. Craig is now covering Northwestern territory for the firm and John C. Fisher the Middle West.

George J. McCartin, former manager for some time past, for the J. J. Hines, Inc., lamp department, who recently resigned to connect himself with the Associated Merchandise Corp., will act as buyer of china, glassware, housefurnishings, lamps, leather goods and radio goods for the various stores throughout the country represented by the Associated outfit. In connection with his new position, Mr. Cartin is anxious to secure catalogs from manufacturers of all the lines above mentioned, which will be filed at his office, 225 Fifth Avenue, for ready reference.

Charles H. West, president of the Westmoreland Specialty Co., Grapeville, Pa., is a visitor in the city this week consulting with his factory's local agents, the Horace C. Grey Co.

R. Urashi, formerly with the Canadian branch of the Taiyo Trading Co., is now connected with the concern's headquarters in New York, taking the place of manager of the commercial department, Mr. Takagi, recently resigned.

J. B. Lyles, buyer for August W. Smith, Spartanburg, S. C., is staying at the Hotel Collingwood this week while here placing orders for his firm.

New Copenhagen Show Room Opened

Enthusiastic exclamations over the beautiful new Royal Copenhagen Porcelain Co.'s salesroom, 21 West 57th Street, were heard on every hand last Thursday evening, when a private exhibit and the formal opening of their new quarters took place. Manager Axel G. Lober, assisted by Mrs. Lober and Miss Lober, his daughter, received the guests and the former were showered with congratulations on the new place.

It is by far the handsomest showroom the concern has ever had and will rank among the finest shops in New York.

The place occupies the entire store floor, with a large spacious show window at the front. Entering from the side, one finds a large, cheerful room decorated in white and gold with Copenhagen blue medallions, as the sole touch of color, aside from the display of samples. The place is really a marvel of beauty and quite dazzling in its effect, with artistic mirrors and enclosed glass display cabinets lining the walls. Entering from this room through an open archway, from either side, there is another room equally handsome, but in an entirely different way—this is of pure Gothic design, with hand carved fixtures and everything in keeping. A balcony at the rear of this, hidden by silk draperies is utilized as an office by Mr. Lober and his assistants and at the side is a dinnerware room decorated in French gray and blue. The floor is completely covered in a velvet carpet of a neutral tan shade. Large and very handsome center

crystal fixtures and side fixtures to match furnish the illumination. Description fails utterly to give anything like an adequate idea of the richness of the place.

Buyers in New York

SEPTEMBER 28, 1922

C. W. Libby, housefurnishings, Gilchrist Co., Boston, Mass., 200 Fifth Ave., Room 602.

L. A. Katz, mdse. manager, Katz & Goldsmith, Braddock, Pa., 38 West 32nd St. (Livingston & Cohen).

M. W. Leach, housefurnishings, Elliott-Taylor-Wolfenden Co., Detroit, Mich., 220 Fifth Ave. (F. Atkins).

Robert Braun, representing Porteous Mitchell & Braun, Portland, Me., 432 Fourth Ave. (D. G. Union).

SEPTEMBER 29, 1922

Andrew Kern, toys, housefurnishings, china and glassware, A. Kern & Sons, Bellaire, O., Imperial.

W. W. Taylor, housefurnishings, D. M. Read Co., Bridgeport, Conn., 404 Fourth Ave.

H. Cole, housefurnishings, Wilmington Furniture Co., Wilmington, N. C., Herald Square.

L. C. Jelenko, china and glassware, L. C. Jelenko, Baltimore, Md., Pennsylvania.

SEPTEMBER 30, 1922

H. M. Ford, china and glassware, Mitchell-Woodbury Co., Boston, Mass., McAlpin.

Eugene Steketee, housefurnishings, Steketee's & Sons, Grand Rapids Mich., 23 East 26th St., third floor.

L. Slotin, toys, Southern Notion & Novelty Co., Savannah, Ga., Imperial.

OCTOBER 2, 1922

E. H. Zeller, foreign toys, William Koch Imp. Co., Baltimore, Md., Imperial.

Miss R. Morse, toys, Jordan Marsh Co., Boston Mass. 432 4th Ave.

Frank Ford, mdse. manager and toys, Scruggs, Vandervoort & Barney, St. Louis, Mo. 171 Madison Ave.

T. A. Keller, housefurnishings and toys, Fenholm & McKay, Worcester, Mass., 240 Madison Ave., Latham.

O. Davis, housefurnishings, J. R. Libbey Co., Portland, Me., Martinique.

Eugene Steketee, housefurnishings, Steketee & Sons, Grand Rapids, Mich., 23 East 26th St., 3rd floor.

OCTOBER 3, 1922

Miss K. Lugrin, toys, Jordan-Marsh Co., Boston, Mass., 432 Fourth Avenue.

Miss P. Rosenow, china and kitchenware, E. W. Edwards & Son, Buffalo, N. Y., 16 West 39th Street.

W. S. Paton, toys, Boston Store, Chicago, Ill., 44 East 23rd Street.

E. W. Hutchinson, housewares, The Fair Store, Cincinnati, Ohio, 23 East 26th Street (Knott).

Miss M. M. Reindel, gifts, J. L. Hudson Co., Detroit, Mich., 225 Fifth Avenue (Retail Research Assn.).

E. Steketee, house furnishings, Paul Steketee Sons Co., Grand Rapids, Mich., 23 East 26th Street (Mdse. Reporting Co.).

Mrs. H. Bouquet, gifts, J. W. Robinson Co., Los Angeles, Calif., 303 5th Avenue.

J. W. Power, toys, china and house furnishings, Stewart D. G. Co., Louisville, Ky., 16 West 39th Street.

L. T. Lothrop, toys, and I. E. Fronani, china, glassware, pottery and baskets, Woodward & Lathrop, Washington, D. C., 370 Seventh Avenue, Room 1701.

T. Keller, house furnishings and toys, Denholm & McKay, Worcester, Mass., 240 Madison Avenue.

J. Bason, chinaware, Palais Royal, Washington, D. C., 220 Fifth Avenue, care Fred Atkins.

OCTOBER 4, 1922

E. S. Carlson, housefurnishings, R. H. White Co., Boston, Mass., 432 Fourth Ave.

C. J. Robinson, china, glassware and fancy china, Jordan-Marsh Co., Boston, Mass., 432 Fourth Ave.

Miss N. E. Bemis, dolls, Friedman-Spring D. G. Co., Greensboro, N. C., 354 Fourth Ave., Kirby, Block & Fisher.

H. Henck, housefurnishings, Meyer's, Greensboro, N. C., 23 East 26th St., Mdse. Reporting Co.

D. S. Michel, mdse. manager, Wm. Taylor Son & Co., Cleveland, O., 225 Fifth Ave., Room 823.

R. W. Lavinder, housefurnishings, Ames & Brownley, Inc., Norfolk, Va., 200 Fifth Ave., Room 514.

L. T. Huston, toys, Woodward & Lathrop, Washington, D. C., 370 Seventh Ave., Room 1701.

Nonik Corp. Wins Suit

The lawsuit instituted by the Nonik Glassware Corp. and Albert Pick & Co., as co-plaintiffs, against John L. Garvey of New York, resulting from an alleged infringement on Nonik soda glasses purchased by John L. Garvey from the Monongah Glass Co. has been settled by court decree, allowing satisfactory damages and court costs. We are informed by the Nonik Company that it is their present intention to sue other purchasers of the imitation Nonik ware. Investigation has disclosed that the imitation wares are made of a much inferior glass than that generally sold by the Nonik Corp. in New York, and that this detracted from the good name which the Nonik line has established for itself. Because of this, every effort will be made to prevent the imitation glass from being distributed in the future.

Providence Store Changes Hands

The management of the Dimond Co. department store Providence, R. I., has been acquired by Albert Pfeife and will be operated under the name of the Albert Pfeife Co. This change marks the passing of one of the oldes establishments in the city of Providence. Within a few months the store will be altered and improved, the work of making over the business offices on the sixth floo being now well under way. Richard M. Wright, fo a number of years buyer for the D. H. Holmes Co., New Orleans and for several months assistant buyer for Le Schoenthal of Gimbel Bros., New York, resigned h position with the latter firm to accept the buyership fo the Dimond Co. on September 1, which change was mentioned in our August 31 issue.

OBITUARY

Josiah T. Smith

Josiah T. Smith, aged 66 years, general manager o the Smith, Phillips China Co., East Liverpool, O., an former president of the corporation, died suddenly his home in that city near midnight Sept. 29, from a com plication of ailments from which he had been sufferin for several years. Funeral services were held at his la home at 2:30 o'clock Monday afternoon, interment bein made in Riverview cemetery. Mr. Smith was born East Liverpool, and when 18 years of age entered bu ness for himseslf. About 22 years ago he formed t Smith, Phillips China Co., and purchased the plant erect by E. H. Sebring, and which had then been in operati but a short while, Mr. Sebring going to Sebring, O. M Smith is survived by his widow, one daughter and tw sons, J. Claire and H. Daniel, both of the latter bein associated with their father in the pottery business. M Smith was a member of Riddle Lodge No. 315, F. a A. M. and of the Methodist Episcopal Church.

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

SUSPENSION of operations in the generalware potteries in this district has also caused pottery supply plants to close, those manufacturing pins, stilts, ggers and other similar plant requirements; cooperage ops, and also reduced operations in the flint and spar ills in this territory. Pottery manufacturers have no ed of these supplies now, although some packages may ordered from time to time in order that ware can be cked where plant owners perform the labor. Here and ere a limited amount of packing and shipping is exted to result, but the volume that may perchance be rwarded from day to day will be but a drop in the cket compared with normal conditions.

William C. Brown, southern salesman for the Potters -Operative Co., has returned from his territory, work- his way north from Texas. He is dividing his time tween the factory and his home in Alliance. William Owen, western salesman for this firm, will not come o the factory, but will remain indefinitely on his cotton nch out in Arizona.

Among those buyers who have been late arrivals in the rket have been Leo Arnstein and Alf Papke, with the huster Stores, Milwaukee, Wis.; E. Jokl and E. Tom-, Buffalo, N. Y.; E. L. McGinnis, with Strouss-Hirsh- g Co., Youngstown, O.; George F. Hankins, of the ster Pottery Co., Lexington, N. C.; Kent Dennison, h Denton, Ross, Todd Co., Lexington, Ky.

Many commission salesmen have been notified that any siness they forward will be accepted only subject to ayed shipment. Some of these men will make no effort to secure dinnerware business until the word has n sent broadcast officially that plants will resume operation. The idle period in the generalware shops will be felt rather keenly by these men, both in any new business they may book, but also on unfilled orders.

It is an open question here how many dinnerware lines will be displayed at the Ft. Pitt Pottery & Glass Exposition next January. Several manufacturers have already indicated they are not interested in showing either in Pittsburgh or Chicago next season. However, resumption of operations may change the complexion of the existing situation.

William Rowe, general manager of the Empire China Co., Burbank, Cal., who is now in this district, left the home office to secure additional workmen before the potters' strike order was issued. He did not know anything about the order until he reached Chicago. We're bent on increasing production," Mr. Rowe said, " and we have enough business to keep our shop running every day in the year. Our production is being gradually augmented, but we want more men."

The Empire China Co. is a member of the United States Potters' Association, and its employes are affiliated with the National Brotherhood of Operative Potters. The order to quit work was forwarded the Burbank pottery workers the same as to those in other shops.

Gradual improvement is reported in the condition of George C. Thompson, head of the Thompson Pottery Co., who suffered a broken leg a fortnight ago. He will be removed to his home in a few days, it is said, but will not be able to attend to business for some time.

President Frank P. Judge of the United States Potters' Association is now actively engaged in working out the program for the annual meeting which will be held in Washington this year, beginning probably December 5. A program equal in interest to that of last December is assured by Mr. Judge.

Mail and wire orders for dinnerware continue to be in daily receipt by the manufacturers in this territory, but when these specifications will be shipped is another question. That merchandise is being wanted for fall and holiday sales cannot be denied.

C. E. Jackson, general manager of the Warwick China Co., Wheeling, W. Va., has returned from Europe, where he spent several months observing business conditions as they relate to the ceramic industry.

Reports have been received here that only small progress is being made upon the new generalware plant being built at Santa Clara, Cal. Work on this shop commenced over a year ago.

" We're pretty well protected on our stock of American patterns," declared H. C. Schnagel, assistant to Jake Kohnfelder, buyer of dinnerware for the Kaufmann-Baer Department store when in the market late last week. " We had been watching the situation in East Liverpool for some months and we bought accordingly, so that today we're in a rather happy situation."



An Ideal Gift for Everywoman

The young housewife, the grandmother, the maiden aunt, the college girl, the fianceé —every feminine heart will be delighted with the gift of a Hall's China Teapot. Every feminine gift hunter will find in the Hall table display the right gift for one or more of her friends.

Quality first, beauty afterwards, have made Hall Pots unique and have lifted them out of the plane of price competition to lovers of good tea. The story of teapots that are heat-proof, and will not craze, stain or absorb stale flavors, is being told in our national advertising, has been told to millions of women during the past year.

Many prospective purchasers will turn the pot over to look for this circle on the bottom before purchasing. Don't let a price sticker cover it.

Your Christmas order should be in our hands now, to insure prompt delivery.

HALL'S CHINA

Write for prices and full information regarding our special 2 dozen assortment.

HALL CHINA COMPANY

Largest Manufacturers of Teapots in America

EAST LIVERPOOL, : : OHIO

HALL'S TEAPOTS

of Secret Process Fireproof China

Trade Showing Gains

(*Continued from page* 18)

lines, according to the monthly review of credit and business conditions by the Federal Reserve Agent at New York.

An increase in August of 5.3 per cent. in the sales of sixty-four department stores in this district compared with sales in August, 1921, was the largest year-to-year increase reported since November, 1920. In each of the past three years sales in August were below those of July but this year they were larger.

This gain has been due largely to larger sales of house furnishing goods. Almost without exception merchants report that furniture sales during August were well above those of last year, a reflection of the completion of large numbers of new homes in all parts of the district.

As average prices of commodities sold by department stores are now about the same as a year ago, the increase in the dollar amount of sales probably reflects accurately the increase in the amount of goods sold. For the first month since late in 1920 the average amount of individual transactions shows an advance from $2.43 in August last year to $2.45 this year.

Stocks of department stores are practically the same as a year ago, both in physical volume and dollar value. There was an increase of 4 per cent., between August 1 and September 1, a normal change at this season of the year because of the receipt of fall and winter merchandise.

Sales by mail order houses increased 1 per cent. during the month, but continue much below the high levels reached in 1919 and 1920.

Merchants still hesitate to order for future needs any further ahead than necessary. In those markets where prompt deliveries are assured the tendency remains to buy for immediate shipment; but in others, where delay in shipments has been frequent, advance orders are being placed more freely. Outstanding orders on September 1 amounted to 7.3 per cent. of the total purchased last year compared with a corresponding figure of 8.3 per cent. on September 1, 1921.

Collins & Murray Open Remodeled Store

Extensive improvements which have been under way for some weeks in the store of Collins & Murray, Holyoke, Mass., has been completed and the remodeled store has been reopened. Considerable extra floor space for selling has been gained by removing the old stairway and constructing a modern inclosed one in the rear. New metal ceilings have been put in and the display layout of the floors has been rearranged and the basement has been refitted for the display of housefurnishings.

HAND PAINTED
MADE IN JAPAN

For The Fall Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

SEASONABLE activity is reported in all plants featuring a general line, according to sales managers, who are very optimistic concerning the future. Some have gone so far as to intimate that in the event of a scarcity of dinnerware in the department stores, many purchasers will turn to the glass lines, and this increased demand will quickly be reflected in the glass industry. Mail orders have been very good during the last week, and some of the buyers who have made hurried trips to the East Liverpool market to observe the situation and found that it was impossible to ship all of their orders, have placed additional specifications for glassware.

The board of directors of the Kaufmann Department Stores, Inc., have declared the usual dividend of $1.75 per share which was paid last Monday to stock of record as of Sept. 20.

Managers of china and glass departments in local department stores say that the improvement in retail buying during the last four weeks has been due solely to the change in the Pittsburgh district industrial situation. These department heads also hold the view that late fall and holiday trade will be active, and that sales for September were ahead of the corresponding month last year.

The Fostoria Glass Co., Moundsville, W. Va., paid its quarterly dividend of 2 per cent last Monday, Oct. 2. Shares of this company are now being bid at 116.

The United States Glass Co. contemplates opening its own office and sample room in St. Louis, Mo., from which the southwestern trade will be handled. It is probable that Donald Fisher, who has been traveling the southern territory for several years, will be advanced to the management of this branch, in which a complete line of the company will be displayed.

Increased activity has been reported from all the western plants of the Macbeth-Evans Glass Co. The second furnace has been started in the factory of this interest at Elwood, Ind., this furnace being idle since the recent war period. As a result the number of employes has been increased.

It is interesting to note the demand just now for the electric portable line. Not only have the department stores proved liberal buyers, but the lighting goods stores have anticipated last season requirements in very heavy volume. While the popular priced lines have been in good request, the higher priced numbers have also been moving well. Shipments are being made with some degree of promptness, but some salesmen report that "orders are piling up."

A hearing was held at Toledo, O., Oct. 2 on the application of the receivers of the Modern Glass Co. to sell the plant of that interest. It is possible that the old company will be reorganized and the factory later placed in operation.

Glass candle sticks are selling well, factories featuring this item receiving good business on the item. Light cut patterns are popular with the trade, while the enameled decorated lines are having a heavier sale than a year ago.

It is not expected that any change in officers of the United States Glass Co., will result when the corporation is absorbed by a new interest recently chartered under Pennsylvania laws for that purpose. A meeting of the stockholders of the United States Glass Co., was scheduled for October 4 to act on a resolution to sell to the new company, mention of which was made exclusively in the Crockery and Glass Journal at the time.

The Commercial Club at Bowling Green, O., has been insured that the plant of the Newton Cut Glass Co., will not be removed from that place. The concern has been offered additional buildings by the business interests of the community if it would remain there.

W. W. Lang has been in charge of the exhibit of the Kinney & Levan Co., at the Ft. Pitt Hotel, which will close next Saturday. Out of town buyers have been numerous, and many of them have placed orders for immediate shipment of holiday requirements in far larger volume than a year ago.

Demand for blanks for cutting this season is admitted to be the best so far this year. Those for heavy patterns are in very reasonable request, but the demand for blanks for light cut patterns is far ahead of sale of this line a year ago. The approach of the holiday season is the cause of the activity in this line.

Glass Holloware in Spain

The manufacture of holloware and bottles in Spain is fairly normal, says a continental report, with only four glass works idle at this writing, two of which have gone into bankruptcy. Some producers are only working one furnace instead of two as is usual. Production is, however, close to 80 per cent, as workers are called upon to turn out a larger quantity of goods. It is evident that demand is less than the output, but the confidence felt in the protection afforded by the Customs tariff is causing glass masters and others to maintain the full working capacity of their establishments. Some firms have endeavored to counteract the effects of the abnormal situation by reducing wages and increasing the tariffs of production, but workers have absolutely refused to consider any reduction in their pay, and the idea has had to be abandoned. The first furnace has now been kindled at the Workers Glass Works, which was floated some six months ago exclusively with capital subscribed by workmen at Barcelona. This, the third workers' factory created in Spain, and the two others (established in 1920) have been working steadily ever since without any difficulties at all—a fact worthy of note; one of them distributed a dividend of 30 per cent to the members for 1921. At the Areyus de Mar, Barcelona, a new factory is being erected; it will commence operations in September, turning out demijohns, ordinary bottles, inkstands, and the like. At Figueras (Geronia) a new glass works is being erected, also partly with capital subscribed by workmen. The Vidrieria Hispano-Argentina at Malaga has now rekindled the furnace which was drawn in March, 1921. The bottle trade remains pretty much in the same state as it has been for the past month or two. Work has now been commenced at the glass works at Aviles (Oviedo), and the manufacture of window glass (formerly their chief line) has now been dropped in favor of the production of bottles by the aid of Kutzscher machines. New factories for making bottles by machinery are also being erected at Bedolana and Mendovia.

Here's a New Ad Idea That Worked

From that progressive concern, The Japana Specialty Co., Grand Haven, Mich., we have received from its manager, M. V. Garnsey, details of something a little out of the ordinary in store publicity. "Our competitor advertises on bill boards which mar the beauty of the landscape," this live-wire manager writes, "but we do not believe in spoiling nature, so we go after the tourists in this way. Our local hotel man is broadminded and helpful. He was willing to give out to his diners, small bags of candy. We made up small bags of various colored prints, containing small mints and a tag addressed to the Visitor Within our Gates." On the back of the tags were suitable verses. These little offerings were placed in an attractive willow tray, with this jingle under six laughing children, "Now that you have had your fill, open your bag and take your pill." All seemed to like the idea, representatives and advertising men asked for a set to take along, and the publicity brought many visitors into our store."

Business Briefs

The Kohn-Wolffe Corp. has been formed to manufacture lamp shades with a capital of $10,000. Incorporators are F. H. Kohn and J. Wolffe, attorney, L. H. Andrews, 233 Broadway, New York.

F. W. Woolworth Co. has leased for a long term of years the Phillips Bldg., corner Tremont and Hamilton Place, Boston. The ground floor and basement will be remodeled for store use and the upper floors converted into modern offices.

The Albany Toy & Novelty Co., Albany, N. Y., has been incorporated with a capital of $50,000 to do a general toy business. Directors are Charles Klarsfeld, Leo Mann and Henry Mann all of Albany. Muhlfelder and Illch, Albany, are the attorneys.

The Western Novelty Co., Oakland, Cal., has moved into larger business quarters at 1012 Broadway and now have 15,000 square feet of floor space, forming the largest wholesale display on the Pacific coast. J. J. Block is the manager.

Ernest R. Lange, Hoboken, N. J., has opened a house-furnishing and hardware store at 1021 Bergenline Avenue.

Mary Ann
Cake Shell Pan



Patented Aug. 23, 1921

As a novelty, carried the country by storm; now, as standard equipment for home, hotel, restaurant kitchens, they're in demand everywhere. Sold to leading dealers in 45 states. National magazine advertising, beginning October 1, will reach every American home. Prepare to get your share of the big profits. Instant delivery. Send for prices.

MARY ANN MFG CO., Lancaster, Pa.

To Repeat Merchandise Fair in 1923

Another merchandise fair will be held in 1923 by the National Retail Dry Goods Association, it was announced recently by Lew Hahn, managing director. The Board of Directors of the association so decided after hearing the report of a special committee designated to appraise the results of the first fair, which was held at the Grand Central Palace and the Seventy-first Regiment Armory from August 7 to 25. More than 30,000 buyers attended, it was stated at the time.

The city in which the fair will be held has not been selected. The Ways and Means Committee for the fair, of which Ira M. Younker was reappointed Chairman, will visit various cities throughout the country to choose an appropriate location for next year.

Announcement was also made of the appointment of Irving S. Paull, former secretary of the Joint Commission of Agricultural Inquiry, as special lecturer for the association. Mr. Paull will talk before audiences of retailers, store employes and consumers throughout the country, outlining what the joint commission discovered as a result of its investigation of distribution by retailers.

Mr. Paull was in charge of the investigations of the subjects to which are devoted the four volumes of the commission's report, namely, "The Agricultural Crisis," "The Credit Situation," "Transportation" and "Distribution."

Finds Profit of Department Stores Low

The Harvard University Bureau of Business Research, after a survey of the cost of doing business in department stores, apparently has decided that a readjustment of operating expenses is necessary to restore net profit to normal. The survey was conducted with the cooperation and financial assistance of the National Retail Dry Goods Association. It showed that the average net profit in the department store trade in 1921 was small enough to warrant a readjustment. It also demonstrated that a rapid rate of stock turn-over is as important in department stores as in other businesses.

The bureau's summaries have just been published in a bulletin. They are based on reports from 301 firms in all parts of the country, with an aggregate volume of sales of nearly $500,000,000. The common figure for net profit among these firms during 1921, a year of business depression, was nine-tenths of 1 per cent.

"Net profit is defined for the purposes of this study," says the bulletin, "as the amount that remains over and above all expenses, including the salary of the proprietor or partners, rent of the store whether owned or leased, and interest on the firm's net investment as well as interest on borrowed money. It is to be noted, however, that Federal and State income taxes are not included in expense before net profit is determined, but are rather a deduction from the net profit."

The "common figure" for net profit is not an arithmetical average, explains the bulletin, but is obtained by statistical methods to give the most representative figure not thrown out of line by exceptionally high or low figures from any individual store.

The importance of a rapid rate of stock turn-over is shown by the fact that those stores which in 1921 turned their stock less than 2.5 times had a common total expense figure of 28.5 per cent. of net sales, and an average net loss of 0.8 per cent, while those that turned their stock 3.5 times and over had a total expense of 27.1 per cent and a net profit of 2.3 per cent.

Better Packing Reduces Freight Loss

Freight claims are an economic waste for the last four years loss and damage to freight was approximately 100 million dollars a year and while this has been materially reduced by intensive campaigning for better service, much more remains to be accomplished. After a thorough investigation, the Freight Claim Division of the American Railway Association concluded that a substantial part of this waste could be eliminated by extending the use of steel strap and wire binding, where the frequency of loss and damage indicates the need of stronger packing. To place the matter before shippers in brief, non-technical form, the committee has issued a free circular, which shippers may obtain by writing the American Railway Association, Freight Claim Division, 431 South Dearborn Street, Chicago.

Better Outlook for Fall

A spirit of optimism, the Federal Reserve Bank of Philadelphia reports in its review of business conditions at the end of September, "pervades the retail trade and retailers confidently expect that a marked improvement will take place during the remainder of this year. Several reasons may be given for this hopeful attitude, the most important of which is the settlement of the strikes. Other reasons of almost equal significance are the smaller amount of involuntary unemployment, the fact that when any wage changes have been made they have been advances, and lastly, the rather general tendency of merchandise prices to increase. Although the consumer is said to balk at high prices, it is a well-known fact that he, like the manufacturer, the wholesaler and the retailer, buys more on an advancing than on a declining market. The autumn retail season is supposed to open about Sept. 15, and indications are that the sales during the first week of the new season are fully equal to those of a year ago, and that total sales for the month will show a gain.

"The buying policy of the stores has undergone little or no change. Stocks are kept at a low point, merchandise is purchased only as needed, and few lines are contracted for except for prompt delivery.

"The demand for merchandise is decidedly better than it was in July, and orders placed by retailers are more numerous. The August sales of reporting firms were 41.5 per cent larger than those for July, but in spite of the tremendous improvement they were 12.6 per cent less

han the August sales of 1921. Wholesalers report that uture orders from the coal regions are only 60 per cent f the future business placed at this time last year. But t is generally hoped that the settlement of the strikes ill restore confidence and induce heavier buying. Since nly a few retailers in the mining towns had restocked n anticipation of the end of the strike, the supplies in he coal districts are still light. In fact, retail stocks enerally are below normal and the inventories of whole-alers are only moderately heavy."

Business Briefs

W. W. Warner, who conducts variety stores at Mont-ose, Delta, and Alamosa, Cal., has purchased fixtures nd stock for a new store in the Chicago market and ill soon open a fourth store in his variety chain at Monte Vista, Cal.

The Halcyon Housefurnishing Co., Brooklyn, N. Y., corporated, with a capital of $10,000 to conduct a crock-y and glassware business. Incorporators, J. Cotler, d E. Friedman. Attorney, S. Isreal, 141 Norfolk reet, Brooklyn.

The Gray Department Store, operated by the Cole, arsden Co., Portland, Me., has reopened in a new uilding, the old store having been burned out last ecember.

A new F. & W. Grand store has been opened in Allentown, Pa., with I. F. Freedman as manager. The store contains 20,000 feet of floor space, has 42 departments and a personnel of six floor managers and 60 salesgirls. The crockery, glassware, housefurnishings and toys are attractively displayed in the basement.

J. J. R. Shropshire and Earl F. Shropshire who purchased the controlling interest in the Mitchell, Baker & Smith store, Lexington, Ky., a few years ago, are making extensive alterations and improvements installing a modern front and remodeling the interior. This is one of the oldest stores in central Kentucky and when modernized the store will include 20 departments, including a large housefurnishings section.

H. Handelmann, New Orleans, La., is contemplating the construction of a new department store to cost about $65,000.

George and H. C. Reeser have leased the Switzer Bldg., Huntington, W. Va., and are remodeling it for a department store. A crockery and glassware, household ware and hardware departments will be included in the layout.

The Binghamton House Furnishing Co., Binghamton, N. Y., has been incorporated with a capital of $10,000 by M. Klion and O. Ward. Attorney, A. Fischette, Binghamton N. Y.



A popular moderately priced pattern for *immediate delivery* in *Dinnersets* and *Open Stock* from the well-known factory of

H&C. SELB BAVARIA **HEINRICH & CO.** H&C. SELB BAVARIA
Selb, Bavaria

Also a number of other patterns.

William G. Mueller, Inc.

SOLE AGENTS

49-51 West 23rd Street New York
(Entire Fifth Floor)



Paperwhite Narcissus Growing in Water

Help Sell Your Bowls with Bulbs

At small cost you can double your sales on bowls, vases, pottery and glass containers with these bulbs grown in our own nurseries.

CATALOG NOW READY

FOR WINDOW DISPLAY
FOR GIFT SHOPS
FOR TABLE DECORATION

Bulbs in Bowls Are the Season's Fad

THANKSGIVING AND CHRISTMAS ARE COMING
PREPARE FOR THE FESTIVE BOARD

PAPERWHITE NARCISSUS	Ready in August
CHINESE SACRED LILIES	Ready in October
CROCUS	Ready in September

Write for Prices

F. RYNVELD & SONS

61 Vesey Street New York

THE ROSEVILLE POTTERY CO., Inc.

ANNOUNCE

The Removal of Their

New York Office and Salesroom

to

292 FIFTH AVENUE

Between 30th and 31st Streets

New Telephone:
LONGACRE 10183

SPECIAL NOTICE

Co-incident with their Removal they also announce the Discontinuance of their Retail Department

SOY KEE & CO.

Chinese Importers of

Gold Medallion Dinnerware

Also

Blue and White Canton China, Nankin and Chop Suey China, Tea Sets, Porcelains, Etc.

We import direct and have a complete stock at pre-war prices of the famous gold medallion and Blue and White Canton.
Write for Price List



Gold Medallion Dinnerware

7-9 Mott St. *Chinatown* **New York**

Novelties of Beauty from Many Shops in Fascination Lane

A Page of Selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

By Beatrice Miller Wisner

Excellence in Brass Period Reproductions

In reminiscing some of the old-time customs, brings back some interesting uses of the lantern in the historic life of many nationalities. Even going back to the time of Diogenes, the lantern was a prominent figure in the philosophy which this sage used in his search for an honest man. In the nightly rounds of the English street crier brings the lantern still further down in its memorial significance. In Shakespeare's dramas the lantern plays many parts, as it does in our American history, serving as a warning in the old church tower, when Paul Revere made his famous ride. Since the lantern has assisted painters, philosophers, and playwrights in their life pictures, it has become one of the most conspicuous features for interior and exterior decoration, owing to its antique artistic decorative element. In the delightful salesrooms of S. P. Skinner, Canadian Pacific Building, 44th Street and Madison Avenue, sole representative for the United States and Canada for the Pearson-Page Co., Ltd., Birmingham, England, is the most extraordinary exhibit of brass manufacture in this country. The artistic electric console lamp illustrated is only one of the vast collection, showing graceful modeling antique S. O. C. finish and hand embossing with the frosted glass inserts give a soft lighting effect. The S. O. C. (Special Old Color) is a secret finish process known only to the above concern. This finish is the most artistic development in brass period reproduction. Among the large assemblages are, massive andirons, fire-dogs, and smaller ...ies for less elegant fire equipment, fenders, screens, log ...xes, showing old English home scenes. The high-light ...fect of this amazing brass antique finish is one of the ...ost extraordinary feature of the productions. The smaller articles include door porters, candlesticks, wall sconces, smokers' sets and stands, candelabra and an enormous collection of lanterns in every shape and variety of antique reproduction—ships, starboard and larboard, suspended hall and vestibule lanterns, showing old English period style. The objects in this unusual collection are furnished in three finishes, dull brass, bright brass, and antique (S. O. C.). The craftsman's skill in fine modeling, color and period design, is evidenced in every article displayed, bringing to this country brass manufacture unrivaled and incomparable in artistic finish, a noteworthy addition to the fine arts in antique design.



Pottery of Unusual Merit



The extremely decorative and effective process "Lavinite," is a novel pottery being manufactured for the first time in America by the Art Industries, Inc., 311 East 47th Street. This delightful pottery, although widely known in Europe, is the first of its kind to be produced in the United States. Splendid examples are shown in distinctive metal coloring, a metal black which deservingly merits popularity, through its effective and original treatment. This resembles bronze so closely that it is difficult to detect it from the original metal. Highly artistic reproductions of ancient art, Grecian, Egyptian, etc., fine modeling in period shapes with graceful handles in the minutest detailed patterns of ancient pottery, makes this extensive collection of special interest to lovers of fine art models. Lamp bases, vases, jardinieres, bowls and small articles; comports, match boxes, candy jars, and numerous other objects, all exemplify the decidedly artistic and salable features of this extraordinary process in Pottery making, and brings "Lavinite," once for all, into the realm of artistic wares. Still another remarkable feature of this unusual pottery making, is the marble effect, which is produced directly in the course of its manufacture, and is not applied. The satin smooth lustre finish of "Lavinite" is one of its most noticeable and charming qualities. The illustration, herewith, is an example showing the fine modeling and beauty of outline which is characteristic of the Art Industries products, now on view at their attractive salesrooms.

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

The Well Balanced Lotus Line

Featuring a good looking and nicely balanced line the showing of attractive numbers included in the display of the wares of the Lotus Cut Glass Co. on view at the salesroom of C. H. Taylor, manufacturers' agents, Fifth Ave. Bldg., is creating a good deal of interest among buyers. In light cuttings the "Belmont" may be cited as a very appealing decoration, consisting of a star with daisy inside and with finely cut vertical lines. Equally attractive is the "Lyra" design making artistic use of the poppy with leaves and embellished with lines. Both of these artistic cuttings as well as the "Daisy," are obtainable in a complete line of items which embrace vases, bowls and ornamental pieces as well as the usual selection of popular table glassware. In the group of novelties, is a line in ebony with dogwood flowers in red and pink with foliage, and finished with gold edge band. Among the items are many graceful shapes in candle sticks, center bowls, fruit bowls, cigarette boxes, bonbons and cheese and crackers, etc. Striking a note of dainty simplicity is a number with a light blue figured band and white dotted border finished with gold inside and outside bands and with gold edged feet. In this number are three sizes of handled flower baskets of unusual charm and other appealing items include bowls, covered jugs, candy jars, salad plates and stemware. The prismatic colorings of the iridescent line are nicely brought out by the artistic shapes, in jugs, comports, candy jars, candlesticks, ice tea sets, handled tumblers and a complete line of stemware. There is also a gold encrusted optic number well worth looking over.

Westmoreland Shows New Fancy Line

Among the newest things which the Westmoreland Specialty Co. have added to their strong lines of decorated fancies displayed by H. C. Gray Co., Fifth Ave. Building, is a very charming addition in boudoir glassware. This appealing number is attracting a great deal of attention from buyers who are on the lookout for artistic novelties in gift shop merchandise. The motif used in this artistically decorated number is the Love Bird, and a range of several colors, include yellow, French gray, blue and Nancy red finished with black edge band on dainty and graceful shapes. The line embraces trays, puff boxes, colognes, candlesticks, and cigarette boxes.

A Strong Line of Stemware

Several new numbers in stemware from the Utility Glass Works are being shown by Frederick Skelton, manufacturers' representative, 200 Fifth Ave. One new design consists of a wide optic, the light cutting in a particularly attractive daisy design enhanced by the addition of ornamental balls. This is obtainable on two desirable bell shapes. A dainty plain daisy cutting is also shown on a bulged stem. Another distinctly good looking pattern in light cutting is a Fuchsia design with nicely cut foliage on the bulged stem shape. In bell shaped stemware, a neat but effective needle etching in band and geometrical border effect in four standardized patterns is a good mover in attractively priced glassware.

A Noteworthy Display of Art Wares

Buyers of art and gift goods are showing a good deal of interest in the display of new china figures and decorative pieces which have lately been received and put on view at the salesroom of The Rosenthal China Corp. 149-151 Fifth Avenue. In modeling, colorings, and finish these wares are distinctly appealing. Among the items are a wide range of fancy dancing and other figures, birds and animals in artistic poses, including several sizes and charmingly decorated in natural colorings both under and over glaze.

The Colorful Venetian Line

Novelties in fancies possessing the good points of graceful shapes with attractive colorings is seen in the "Venetian" line of Geo. R. West & Sons, displayed at the salesroom of E. W. Hammond, 10 West 23rd Street. The decorative motif in delightful scroll and floral forms is in cutout effect, contrasting the colorings with the clear crystal. The color range includes black, London smoke, orange, blue, green and French gray. In London smoke is a deep scroll border in blue with blue edge band. In green is a wide daisy border, with details filled in with white. Another dainty decoration is in chintz pattern consisting of a 1¼-inch band with black scroll border outside and inside and finished with gold edge band. Among the items are cheese and crackers, bowls, salad plates, cake plates, candlesticks, and trays.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

THE Chicago trade was unduly discouraged last week over the potters strike situation, which from this distance, loomed up as a long-drawn-out affair with the possibilities of potteries being closed for a long period. Recent reports received by the Crockery & Glass Journal confirm the fact that the Jackson China Co. and the Southern Potteries Co., have made a separate settlement with the Brotherhood. It is also reported that the Mt. Clemens Pottery plant is negotiating with the Brotherhood. Statements received from the ranks of the strikers indicate that many of the workers are not in sympathy with the strike. All of these things indicate that the duration of the tie-up of the industry may not be as long as at first expected. Some go so far as to predict it will be over in thirty days or less.

Geo. W. McNicol, manager of the Chicago office of the Potters Cooperative Co. will temporarily close the local display in the Palmer House, and will return to East Liverpool for the duration of the strike.

Martin Carlstein has been appointed chairman of the special committee on housefurnishings of the Chicago Glass, Pottery, Lamps and Housefurnishings association, to secure the attention and interest of more manufacturers of household appliances and wares, for the coming exhibit in Chicago next February.

Andrew J. Cunningham, manager of sales for the Libbey Glass Manufacturing Co., crystal products division, Toledo, O., was in Chicago last week displaying the new numbers in the extensive line of Libbey table glassware. Mr. Cunningham, who maintained his display at the Sherman House, reports unusual success for the Libby line this year, which he attributes in a large degree to the advertising campaign the company has conducted in the trade journals.

The Great American Art Manufacturing Co., 225 N. Michigan Avenue, is now preparing an extensive line of lamp shades, lamps, and gift novelties. Sample line will soon be ready for the trade. Charles Reinach is president of the company.

W. T. Darden Co. is exhibiting some new imported mica seamless lamp shades, together with wrought iron lamp bases, in both table and boudoir sizes. These lamps are manufactured by the Home Electric Sales Co. of Chicago, and the shades are of especial merit owing to their seamless construction.

Chicago Association Discusses Reduced Membership Fee

A regular meeting of the Pottery, Glass, Lamps and Housefurnishings Association of Chicago was held on Thursday of last week at Mandle Brothers lunch room. Thirty members were present and John Bowman, president of the association, was chairman of the meeting. A number of interesting developments in connection with the next big Chicago exhibit to be held at the Congress Hotel beginning Feb. 5. Among the most recent applications received for exhibit rooms, is Bryce Bros. A meeting of the rooms committee was scheduled for this week to allot the first one hundred rooms and further reservations will be made in the order received. Total applications now on hand for rooms will take approximately 150 of the available 300 rooms, and this heavy early reservation of rooms is a most encouraging feature to the members of the Chicago organization.

Reports of the various committees were read, and the subject of reducing the membership fee from five dollars to two dollars for a special membership drive in all parts of the country, was discussed and referred to the membership committee for future action.

Clyde Reasner, chairman of the publicity committee, outlined the advertising campaign of the association for October. The campaign includes the printing and use of 100,000 stickers for the backs of letters, 5,000 broadsides to buyers, and a series of advertisements to be published in the Crockery and Glass Journal, and other trade papers in the china, glass and housefurnishing trades.

Sam Natkin, buyer for the Fair and chairman of the Finance Committee, read the report and recommendations of his committee. The report representing many economies was well received by the association.

E. M. Meder, chairman of the membership committee, turned in a splendid report for his committee, giving the names of twenty members secured for the association.

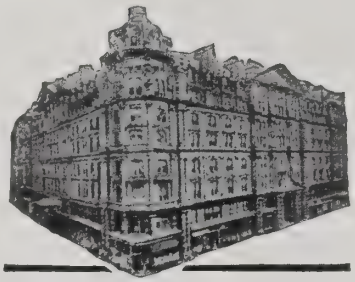
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READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



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Telephone Central 5271

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Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

Thomas F. Reid, Room 562
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THE DUNCAN & MILLER GLASS CO.

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Your Ad here will reach the trade you want. Phone Wabash 860 for particulars.

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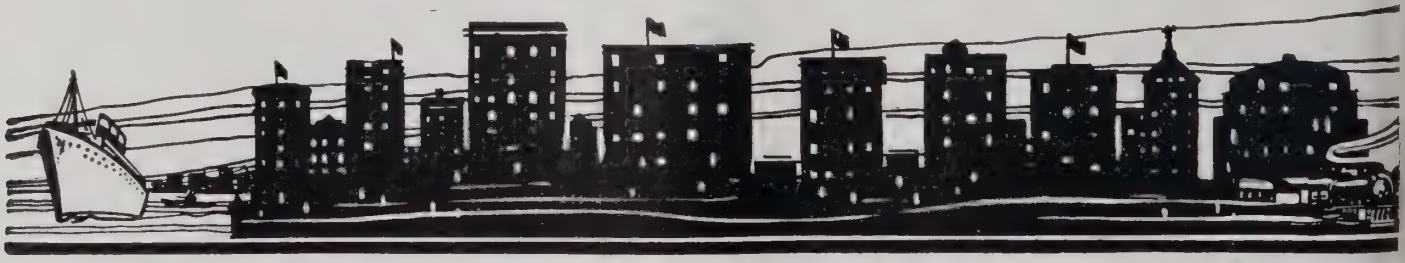
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THE UNITED STATES GLASS CO.

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F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

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THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
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Phone Calumet 0876
We are prepared to make immediate shipments.



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Buyers are urged to inspect these lines

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FINEST DECORATED CHINA
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Vases, Bowls, Lamps, Comports, Candlesticks
THE N. O. CEDERBORG CO.
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Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Live salesmen—for popular priced line of Aluminum Cooking Utensils—Commission basis. No objection to man selling Non-conflicting Lines—(Pottery, China, Glassware, etc.). Box 209, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

OVERSTOCKED on Hotel Ware, individual butters and Creamers in regular factory seconds, at $2.00 per gross in arge quantities only, F. O. B. Boston, all kinds of Dinner Ware and a specialty 5 & 10c. assortments. United China Co., 31-33 Portland Street, Boston, Mass.

ILLUMINATING GLASSWARE LINE WANTED for Penn., Maryland, District of Columbia, Virginia. Philadelphia headquarters. Commission basis. Box 208, care CROCKERY AND GLASS JOURNAL.

AN old established manufacturers' agency firm on the Pacific coast are open to represent a good reliable factory making tank glass, tableware, fish globes, confectionery display jars and soda water supply glassware. Only interested in factories able to ship at least two cars monthly. Box 204, care CROCKERY AND GLASS JOURNAL.

FOR SALE—Complete Iron Work in first class condition for six Decorating Kilns (8 tile). Mt. Clemens Pottery Co., Mt. Clemens, Mich.

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ADDITIONAL CAPITAL

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INDUSTRIAL ENGINEERS & FINANCIAL ADVISERS

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210 Pearl Street
BUFFALO, N. Y.

1421 Chestnut Street
PHILADELPHIA

Do We Need a Scientific Tariff?

(*Continued from page 15*)

written. But it can never be well written by politicians making a local issue of it. For this reason it seems pertinent to ask the question at the top of this page. But it is easier to ask questitons than it is to answer them, especially important, international questions such as this one. And no individual can answer it, for the solution must come from a majority of business men. To do this tariff job right the majority of citizens must consider the interests of the Nation above the interests of the individual. All must understand this comparatively simple economic truism, that the prosperity of the Nation means the prosperity of all. It might be possible to do this through a tariff commission. In this age of individualism this is no easy job, but like improvements in every thing it is coming eventually if not now, and a scientifically framed tariff is certainly worth a good deal of consideration.

Pottery Strike Closes Plants

(*Continued from page 17*)

of the United States Potters' Association is standing firm and supporting the Labor Committee to a unit," declared Secretary Goodwin of the Potters' Association Tuesday night.

As we go to press our correspondent in the East Liverpool district wires us the following last word upon the strike situation: L. R. Thomas, of the Department of Labor, Washington, has been ordered to remain here indefinitely for the purpose of working out if possible some solution of the strike in the general ware potteries. This order has just been received here on account of the headquarters of both the United States Potters' Association and the National Brotherhood of Operative Potters being in this city.

The Steel Chain Department Store

The L. R. Steel Co., one of the newcomers in the chain store field, has established buying offices under the name of The Steel Department Stores, Inc., at 327 Washington Street, Buffalo, N. Y. Each buyer has a separate office in which are displayed samples of every item carried in stock, as an aid to the buyer in interviewing salesmen. It is understood that the company will soon open a store in McKeesport, Pa., one of the features of which will be a demonstration showing how a home can be outfitted from parlor to kitchen with no one article costing more than $20. Plans for the future include the erection and operation of stores in every city in the United States and Canada having a population of 5,000 or over.

Business Briefs

S. H. Kress & Co., are constructing a new $100,000 building at Elizabeth, N. J., to be occupied in part by a 5-and-10 cent store. The contract calls for the completion of the building by October 18th.

Easton's new 5-10-25-and-$1 Department Store, operated by the F. & W. Grand Co., has opened in Allentown, Pa. Harry C. Hoover, for many years manager of another chain store in Easton, is the manager.

Mrs. Lena Golden has leased the store building at 5409 N. Clark St., Chicago, Ill., and will open an art and gift shop.

The Binghamton House Furnishing Corp., Binghamton, N. Y., has been incorporated with a capital of $10,000, the directors being Isaac Tenenhaus, 9 Mill Street, and Max Klion, 26 Kenwood Avenue, Binghamton.

ESTABLISHED IN 1874

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Crockery and Glass Journal

The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

Published Every Thursday

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VOL. 95 OCTOBER 12, 1922 No. 15

AS THE EDITOR SEES IT

TEAM WORK PUTS IT OVER

LIKE a well drilled ball team, a well organized store is successful or conspicuously successful in proportion to the team-work displayed by all of its employes. Individual effort is commendable and essential to be sure, but as one big star player is not enough to put a team on the winning side, neither can one nor several successful departments put enough sales across to insure a big volume which alone makes the store an outstanding and unqualified success.

GOOD teamwork must first come from a carefully planned policy of management, then the most efficient personnel must be built up and having these "makings" the management must constantly study the problem of how to utilize and fuse the abilities of all to carry on the work of the store. There must necessarily be something of a machine about the conduct of either a winning ball team or a profitable store. Every player on the one and every salesperson in the other enterprise must be adaptable sufficiently to push shoulder to shoulder with all co-workers. Individual effort will do much but it is the concerted work of all, utilizing their energies to accomplish a common purpose, which is an outstanding factor in winning a pennant or winning a steadily growing clientele and bigger profits.

THE correlation of departments in a store occupy the same physical relationship which players on a team form to one another. By carefully studying the locations, a store layout is so arranged that each department or sales unit will play up to and stimulate sales in another. Another closely allied phase in helping customers buy more is to group departments under one head wherever possible. Considering these two phases with the policy of the store, we have the three sharp angles of the pyramid which may be accepted as the symbol of every successful store, big or little.

THE policy of a store must be a broad and uniform adherence to the fundamental principles of good merchandising. As the policy of the store will establish the treatment of the public, it must be liberal and dependable. Customers must like the arrangement of merchandise, must believe the advertisements and be satisfied with the price she pays and the service she gets. All these intangible things contribute to a very tangible result.

CLOSELY related to the above is the kind of merchandise carried. Many successful stores do not closely grade their stocks. Some stores have won success by handling merchandise of medium and popular grades in most departments but carry high quality goods in a few departments. The location of the store has much to do with the uniformity of grade handled, but the progressive merchant of the day is inclined to believe that it pays best to have all his departments appeal so far as possible to customers of the same buying power.

BY doing this all departments contribute their full and highest quotas to the profits of the store. This is team-work utilized in building up sales volume. It attracts customers to all departments who are buyers and not mere "lookers," for there is always the invitation for the public to buy in all departments and not only in one or two sections of the store. Team-work puts volume over and the more customers you can attract and sell the better. And being fundamental principles of sound merchandising the above can be applied to good and profitable advantage in the conduct of a small one-man crockery, glass and housefurnishing store, to a Woolworth or Kresge chain or to the largest department store in existence. Team work from president to delivey clerk, puts volume over.

Stocks Must Be Kept Up to Boost Sales

Aftermath of "Buyers' Strike" Still Seen in Way Some Stores Keep Stocks Low—No Economy in this Reduction and Gaps Must Be Filled to Prevent Losing Trade, is Opinion of Prominent Manufacturer.

ONE of the chief hindrances to increased sales on the part of many retailers throughout the country is the fact that their lines of merchandise are incomplete. This condition, according to an executive of a well-known manufacturing concern, is the aftermath of the so-called buyers' strike, but instead of benefiting from low stocks, as many retailers seem to think, they are actually losing business because of them.

At the present time, this executive said recently, business conditions are slowly but surely improving, and the average retailer should give serious consideration to the stocks he is carrying. He should study not only their relation to the current consumer demand, but also the pyschological effect on many customers of being informed that certain merchandise they require are not in stock. I am by no means urging that retailers should carry excessive stocks, or that they should abandon caution in buying at the present time. However, I do believe that, because buyers have been held down to very small allowances, many sales are being lost.

Another important point in merchandising that has apparently been overlooked by many retailers is that they confine their lines within certain price limits which, more often than not, they set arbitrarily. These retailers probably think they will sell most of their merchandise within the price ranges set and, consequently, will thus get the largest turnover possible. However, other factors frequently enter the case. It should not be forgotten there are undoubtedly thousands of women throughout the country to whom the quality appeal is now of more importance than price. If a complete range as to quality is carried, the sale may very often be made of a higher-priced article, whereas if the lines run only so high there is nothing available to tempt the consumer who is capable of paying more. It has been found by experience that it does not pay to concentrate on the cheaper goods.

Retailers should follow very closely the change in consumer buying that is now taking place. Price resistance on the part of the consumer is now by no means as strong as it was last Fall. With underlying economic conditions improving there will be less stress placed on merchandise to sell at a price which the consumer has found by experience to prove unsatisfactory.

By going over his stocks now the retailer will undoubtedly find many "bare" spots that may, without his knowledge, be diverting trade away from his store. The need of doing this promptly is magnified by the expected revival in buying during the present Fall season. The course to follow is to watch the items that are meeting increased demand and fill out the "bare" spots as rapidly as possible.

In any condition which approaches normal there will be a diversified demand that was not served during the deflation period. With stocks cut to the bone, individual tastes were sacrificed and a minimum of choice offered. Now conditions are beginning to be reversed, with the emphasis placed on the variety of choice and completeness of stocks. The retailer, consequently, should study his customers' tastes very carefully with a view to meeting them. If an article is called for that is not in stock, he should see if the demand is repeated and get the merchandise if it is. In other words, he should keep his stocks as low as is consistent with good buying practice, but should keep them complete.

How's Business?

General improvement in trade and industry despite the drawback of restricted transportation, is the encouraging note in business for the past week, with a noticeable upturn in general business lines throughout the West and continued improvement in the manufacturing and trading centers of the East. In its current survey of trade Bradstreets' reports that trade and industrial conditions continue generally favorable, with 314 failures as compared with 360 for the corresponding week last year.

In the East

In New York the wholesale markets in crockery and glassware are more active and there is a noticeable steadily increasing demand but with the pottery strike on there is much uncertainty as to delivery, although very large shipments of goods on hand were generally made before the plants were closed. With domestic production of chinaware stopped by the strike there has, as was expected, been a marked increase in the activity of imported ware and dealers who have stocks on hand are looking forward to a good future business. In glassware the demand is strengthening and novelties for the holiday season are in good demand. Toys are more active than for ten days past and collections in these lines are very good.

A marked improvement has taken place in the aluminum ware situation. There is no longer the severe price competition caused by importation of cheap German goods, and buyers, feeling more confident that prices are settled, are acting accordingly. During the period of cut-throat competition many manufacturers curtailed their production, and this, as well as some difficulty in getting aluminum at the moment, may cause a temporary shortage of merchandise when heavy buying commences.

Retail trade in all lines continues fair and collections are steadily improving. Boston reports that trade and industry are fair. In Philadelphia business is fair but

tailers say that September trade was light, due to many sales in August. Collections continue backward. Pittsburgh reports that embargoes by railoads have decreased production of steel 10 per cent and coal production has also been affected by the rail situation but large retail and department stores report trade as good but collections slow. Buffalo reports that trade is better, building active and collections fair.

In the West

In Chicago wholesale trade is good, retail trade fair and manufacturing active. Distribution of merchandise s larger and over more territory and more buyers are in he market and placing larger orders than last year. Collections are generally fair. Detroit reports that retailers report fair turnover and department sales are larger than ast year. Employment figures show a gain of several housand for the week, building is active and collections air. In Kansas City trade and industry are fair, fair estivals have brought many buyers into town and collections are fair. St. Louis reports that retail and department stores are doing a large business, many visitors elping trade; manufacturing is active and collections air. In Milwaukee a better tone is noticeable in all lines, lepartment stores report trade as satisfactory and gaining as season advances and collections continue fair. Minneapolis reports that retail trade is fair, manufacturing nd building fairly active and collections fair. In Des Moines retail trade is fair, building more active and collections slow. Omaha reports trade is fair and improving, manufacturing fair, building very active and collections good.

In the South

In Baltimore trade and industry are fair, retail business s better than fair but not yet up to normal. Bank deposits are growing, there is more demand for money and ollections remain fair. Charleston reports that department stores report better sales than for some time, manufacturing is holding its own and city collections are slow ut show some improvement in the country districts. irmingham reports that visitors to the State Fair has nproved retail sales, coal production is about 85 per ent normal and collections fair. In New Orleans department stores are doing a good volume of business, but ollections are backward. Tulsa reports that retailers are ncouraged by a fair fall business, manufacturing is ctive but the oil business is quiet and collections are still ow. Dallas reports that trade, manufacturing and collections are fair.

On the Pacific Coast

In San Francisco retail trade is good, manufacturing nd industry fair, building very active and collections ood. Portland, Ore., reports that trade, industry and collections are fair. In Seattle fall buying is better, mail-der houses report increased sales and collections fair.

In Canadian Cities

In Montreal trade and industry are fair but collections e slow. Vancouver reports trade as fair, manufacturing active and collections fair.

Retail Trade

Following will be found a summary of sales of mail-order houses for September and nine months, with comparisons:

Mail-order	*Sept., 1922*	*Sept., 1921*	*Aug., 1922*
Sears-Roebuck	$14,375,429	$14,800,347	$12,156,190
Montgomery Ward	7,088,664	6,363,455	5,552,906
Total	$21,464,093	$21,163,802	$17,709,096

Mail-order	*Nine months, 1922*	*Nine months, 1921*	*Change, per cent*
Sears-Roebuck	$121,279,805	$127,369,351	D 4.7
Montgomery Ward	59,552,224	53,346,423	I 11.6
Total	$180,832,029	$180,715,774	I .05

The following table, made up by the Federal Reserve Bank of New York, shows the condition of retail trade and stocks, mainly of department stores, in August, in different districts:

District	*Comparison of net sales with corresponding period last year.* *July*	*July 1 to date*	*Stock end of August compared with* *Last year*	*Prev. month*
Boston	I 5.5	I 5.1	I 3.2	I 1.6
New York	I 5.3	I 2.6	D 1.4	I 4.4
Philadelphia	I 1.5	D 1.5	D 2.1	I 4.2
Cleveland	I 10.8	I 6.3	D 5.7	I 5.6
Richmond	I .8	D 2.8	D 2.9	I 4.9
Atlanta	D 1.6	D 3.7	D 3.9	I 6.0
Chicago	I 7.6	I 5.7	D 2.4	I 10.6
St. Louis	I .9	D .8	D 7.0	I 8.8
Minneapolis	D .1	.....	D 2.8	I 4.8
Kansas City	D 9.5	D 8.7	D 3.3	I 12.7
Dallas	D 4.2	D 8.2	D 11.0	I 11.5
San Francisco	I 5.7	I 1.1	D 3.4	I 6.5
United States*	I 3.2	I 1.1	D 3.4	I 6.5

* Four hundred and sixty-nine stores reporting.

The following table shows the changes in value of retail trade as reported by the New York Federal Reserve Bank, the average monthly value in 1919 being taken as 100:

	Dept. stores	*Mail-order*	*Chain stores*
1921	159	4	4
January	103	69	86
February	88	64	92
March	116	95	121
April	112	77	111
May	112	60	112
June	110	62	109
July	79	49	108
August	82	56	116
September	94	72	113
October	130	88	141
November	125	83	134
December	182	80	241
1922			
January	93	65	94
February	81	59	100
March	105	82	118
April	114	75	134
May	117	69	130
June	110	69	125
July	79	58	126
August	85	57	130

Business Improving

That general business conditions throughout the country are improving is indicated by results of a canvass made of the twenty-six Directors of the National Association of Credit Men.

To the question, "Are general conditions in your section improving, standing still or getting worse?" every Director replied that business conditions were improving.

(*Continued on page* 30)

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

AFTER paying a visit to their Boston office, A. J. Smith, head of the McKee Glass Co., Jeanette, Pa., accompanied by his son, M. A. Smith, also a member of the firm, were visitors last Wednesday and Thursday in New York consulting with the factory's local representative Thos. G. Jones. Mr. Smith, Sr., said that business was steadily improving and that the future for the glassware trade looked brighter to him than it had for some time past.

Russell Young, head of the Roseville Pottery Co., Zanesville, O., spent several days in New York last week conferring with the concern's local manager, F. D. Van Arsdale as well as inspecting the firm's new salesroom here at 292 Fifth Ave., with which he expressed himself as being very much pleased.

Joseph Bason, buyer of china, glassware and housefurnishings for Lisner's Palais Royal department store, Washington, D. C., was in the market last week placing orders for his concern.

Walter B. Kewr, president Iroquois China Co., Syracuse, N. Y., was a visitor in the city for a few days last week conferring with D. King Irwin, the company's representative for the New York district.

Among the mid-west buyers in the market during the past week was Geo. H. Bowman, head of the Geo. H. Bowman Co. store, of Cleveland, and Frank H. Powers, Youngstown, Ohio.

Colonel Josiah C. Wedgwood, D. S. O., M.P., who arrived last Sunday on the *Carmania* to take part in a campaign for a fund to finance the development of Palestine, is a writer and Vice-Chairman of the British Labor Party. While the Colonel has never been identified with the pottery industry, he is a brother of Frank H. Wedgwood, president of the celebrated ceramic works of Josiah Wedgwood & Sons, Ltd., England, and a cousin of Kennard L. Wedgwood, the manager of the New York office of the concern. Colonel Wedgwood is the author of several books, among them being "Staffordshire Pottery and Its History," published in New York several years ago.

Robert Service, traveler for Josiah Wedgwood & Sons, Inc., is back from an extended trip, covering territory as far west as Kansas City, and reports business is quite good.

Jack Lynch, buyer for J. Bacon & Sons, Louisville, Ky., and J. L. Haines, buyer for J. B. White & Co., Augusta, Ga., who have earned the sobriquet of "the inseparables" because they invariably tour the market together, are in town with a bunch of new stories and radiating optimism regarding business now and for the future.

Thomas Stackpole, buyer of china and housefurnishings for The May Co., Cleveland, O., was in the market last week placing orders and ventured the prediction that business was coming along pretty good.

George A. Leary, formerly buyer of lamps for S. & W. Bauman, 3rd Ave. and 118th St., who resigned his position to accept the buyership of housefurnishings with Beir Bros., Niagara Falls, N. Y., has resigned his position with the latter concern and is now in the city looking things over with the idea of forming new trade connections.

C. H. Clark, buyer for the new china, glassware and housefurnishings departments which Lansburgh & Bro. Washington, D. C., have recently opened, was in the market last week for the first time in the interests of his new department.

Geo. O'Hara, buyer for Shartenberg & Robison Co. Pawtucket, R. I., and A. A. Breton, buyer of housefurnishings and toys for the company's store in New Haven Conn., were visitors in the market last week placing orders for the fall drive for bigger sales.

Some Good Scores Made at Final Tournament of P. G. B. Golf Association

The final tournament for the 1922 Season of the Pottery, Glass and Brass Golf Association was played October 5th over the beautiful course of the Upper Montclair Country Club. The Association had not previously held a tournament at this Club, and the privileges of the course were secured through Mr. Edmondson Warrin, a member there. Seventeen players teed up for the contest, but of these John J. Miller and Mr. Warrin turned in a score but for one round, Mr. Miller having enough at the end of 18 holes, and Mr. Warrin being unable to complete the full round in the afternoon. Guests for the day included Mr. Thomas Williams and Mr. A. Maddock, and the players were given moral support by the presence of Messrs. Howard Handy and John Nixon.

This being the last meeting of the year the low gross score for the day won the championship medal offered by the Pottery, Brass and Glass Salesman, this trophy being awarded to J. E. Killackey, who turned in the very respectable figure of 174 for the two rounds. Another star-

son feature was the selected 18 out of the year's performance, this being won for the second year in succession by C. A. Dodson. The day's prizes, consisting of the net score and the selected 18 out of 36 were won by Thos. Smallwood and H. T. Owens, respectively. As usual, perfect weather and an equally perfect golf course made the day ideal for all the players, and it was unanimously voted that the Upper Montclair Country Club should be included in the next year's schedule of events. The net scores follow:

Thos. Smallwood	166
H. T. Owens	167
L. S. Owen	170
Harold K. Satow	170
C. A. Dodson	173
J. E. Killackey	174
H. S. Whiting	175
R. S. Hursh	177
H. D. McFaddin	181
Judge W. B. Howell	182
L. S. Hinman	190
W. S. Pitcairn	192
Geo. L. Lobsitz	193
A. Maddock	200
*Edwardson Warrin	82
*John J. Miller	90

*Played 2 rounds of 18 holes only.

Pasmantier to Establish New Business

News that will be received in the trade with considerable interest as well as a surprise is that John L. Pasmantier, well known in the trade for a number of years as head of the Ohio China Co., 226 Bowery, wholesale dealers as well as decorators on quite an extensive scale of domestic dinnerware, etc., which he founded, has withdrawn his interest in the concern to go into business on his own account and in a considerably larger way than formerly.

The new establishment will be conducted along the same lines as his former business as wholesalers and decorators of domestic dinnerware and pottery specialties for the general, department store and premium trade.

Mr. Pasmantier, who has built up a large following in the trade, says he has realized for some time past the necessity for branching out and seeking a more central location, hence his present venture is the result.

He expects to locate in the uptown china district as soon as he can find quarters that meet his requirements and anticipates being able to announce soon his location and further particulars relative to his future plans.

Wise, Smith Co. Give Stock to Employes

Upon the occasion of the twenty-fifth anniversary of the founding of the Wise, Smith & Co., Hartford, Conn., Isidore Wise, president of this progressive firm, announced an outright gift by the company of more than $18,000 in preferred stock in the concern bearing interest at 6 per cent. This gift was made to more than forty employes as an appreciation of their faithful and efficient service. In his address Mr. Wise gave a detailed history of the business which was founded in 1897, and called attention to the fact that the store today included five buildings with eight acres of floor space. At the conclusion of the address Mr. Wise was presented with a bronze tablet, a gift of the entire staff of 1,000 employes.

Buyers in New York

OCTOBER 5, 1922

Martin J. Flanagan, lamps, china, glassware and toys, W. M. Whitney Co., Albany, N. Y., care Fellows Buying Co., 1164 Broadway.

A. A. Hall, china and glassware, Hutzler Bros. Co., Baltimore, Md., care Kirby, Block & Fisher, 352 4th Ave.

W. H. Lawrie, mdse. manager, J. N. Adam & Co., Buffalo, N. Y., 16 West 39th St.

Miss M. Baumiller, china and glassware, Watt & Shand, Lancaster, Pa., care D. G. Union, 432 4th Ave.

O. Kleeman, housefurnishings, Household Outfitting Co., Scranton, Pa., Pennsylvania.

Max L. Kleeman, housefurnishings, Kleeman Bros., Springfield, O., Pennsylvania.

OCTOBER 6, 1922

L. Slotin, toys, Southern Notion & Novelty Co., Savannah, Ga., Imperial.

W. W. Taylor, housefurnishings, D. M. Read Co., Bridgeport, Conn., 404 Fourth Ave.

J. Kerrigan, lamps, A. Hamburger & Sons, Los Angeles, Cal., care I. S. Farlan, 448 Fourth Ave.

P. L. Beck, toys and glassware, American Wholesale Corp., Baltimore, Md., 354 Fourth Ave.

OCTOBER 9, 1922

M. Stackpole, housefurnishings, May Co., Cleveland, Ohio, 37 West 26th St.

G. H. Guest, housefurnishings, Jordan-Marsh Co., Boston, Mass., 432 Fourth Ave.

M. L. Kahn, mdse. manager, Chicago Mail Order House, Chicago, Ill., 368 Fifth Ave.

J. Boston, housefurnishings, Famous Barr Co., St. Louis, Mo., 37 West 26th St. (E. M. Sostman).

R. Kaufman, gifts, Z. L. White Co., Columbus, Ohio, 171 Madison Ave.

D. L. Pincus, cut glass, Joske Bros., San Antonio, Texas, care Kirby, Block & Fisher, 352 Fourth Ave.

OCTOBER 10, 1922

W. G. Harned, housefurnishings, toys, china and glassware, Zollinger & Harned Co., Allentown, Pa., Breslin.

J. L. Haines, housefurnishings, china and glassware, J. B. White & Co., Augusta, Ga., care Wm. T. Knott, 23 East 26th St.

Chas. A. Williams, Jr., housefurnishings, Williams & Shelton Co., Charlotte, N. C., Martinique.

H. G. Chamberlain, toys, S. F. Iszard Co., Elmira, N. Y., 404 4th Ave.

A. D. Slocum, housefurnishings, Tuerke Mercantile Co., Fort Dodge, Ia., care Kirby, Block & Fisher, 352 4th Ave.

G. Lamson, housefurnishings, Sage Allen & Co., Hartford, Conn., 404 4th Ave.

Clarence Sasso, china and glassware, Sasso's Dept. Store, Hazelton, Pa., 1164 Broadway, Room 1212.

J. Donovan, chinaware, A. B. Sutherland Co., Lawrence, Mass., 432 4th Ave.

J. L. Rich, housefurnishings, china and glassware, J. Bacon & Sons, Louisville, Ky., 23 East 26th St.

A. D. Rowland, china and glassware, Hoover-Rowland Co., Mansfield, O., Imperial.

R. S. Halladay, toys, Herzfeld-Phillipson Co., Milwaukee, Wis., care Fellows Buying Co., 1164 Broadway.

S. Nealis, imported china, housefurnishings and toys, Gamble Desmond Co., New Haven, Conn., 432 4th Ave.

Mr. Oakes, housefurnishings, glassware and imported china, Miller, Rhodes & Schwartz, Norfolk, Va., 432 4th Ave.

J. Johnson, imported china, glassware, toys, crockery, lamps and housefurnishings, Porteous & Mitchell, Norwich, Conn., 432 4th Ave.

Geo. O'Hara, kitchen furnishings, Shartenberg & Robinson, Pawtucket, R. I., 404 4th Ave.

(*Continued on page* 21)



This beautiful new OPEN STOCK PATTERN—No. 1177—has recently been added to our extensive lines of

Schwarzburg China

Dinnerware

Stock on hand for Immediate Delivery

Prices are still based on the old customs tariff rates

L. STRAUS & SONS

Manufacturers and Importers

44 and 46 Warren St., and 116 Chambers St.

New York

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

SCENES of 28 years ago are being duplicated in this district just now because of the strike in the generalware pottery industry. Home owners in e pottery trade are openly opposed to the inactivity the industry. Those who have neither "chick nor ild" do not seem to take the situation in a serious n. However, the generalware industry is at a ndstill, and to look at the different potteries, with ors closed, windows lowered and no heat emerging m the kilns, one night believe it was Sunday or a liday.

In the offices there is less activity than before the spension, but these forces continue at work. Now l again a visiting buyer bobs up in the district, talks it, looks on, and continues on his way, but perhaps happy.

There have been interruptions in the industry from ie to time, not in a general way, however, but both nufacturers and pottery employes rested happy in thought that operations would remain inactive only a short period. Not so today. No one can tell when ivity in the industry will again prevail.

During the first ten days of the pottery strike, the tement has been heard more than once that, "unless situation is cleared before or about Nov. 1, we don't k for potteries to resume before the first of the year." This is taken to mean that the plants affilliated with United States Potters' Association have given their word, and that the whole situation rests in the hands the employes, or those who are members of the tional Brotherhood of Operative Potters.

Talking with pottery workers brings forth little if information whether or not it has been proposed have the trade take another referendum vote upon question of returning to work at the scale prevailing ween Oct. 1 and Nov. last.

It has been reported and not denied, however, that ie local unions of the Brotherhood have discussed situation now existing in the trade, and that there been more or less talk of a little later "demanding return of the 17½ percent reduction." It may be d in all candor, however, that no such suggestion has e from the headquarters of the National Brotherhood Operative Potters, all such discussions being done rely in meetings of different local unions.

Reports have been heard here, in the clubs and elsewere, that had not the rules of the Brotherhood vided that before a wage scale became operative, that e submitted to a referendum vote of the trade, that present suspension in the generalware plants would have occured. In other words, the wage scale for fiscal term would have been "sealed, signed and delivered" at the close of the joint wage conference in Cleveland last August. It is generally admitted, however, that the members of the conference committee representing the brotherhood were fully convinced of the reasonableness of the stand taken by the manufacturers at this time, but because of the rules of the Brotherhood the wage question had to be submitted to a vote of the trade before the national officers possessed authority to affix their signatures.

On the other hand, the Labor Committee of the United States Potters' Association entered the conference, clothed with full power to act, and in previous conferences Brotherhood representatives possessed similar authority. There is no denying the fact, yet no statements have been made on the issue, that national officers of the Brotherhood disliked to see a strike issue, just as much as did those who represented the manufacturers at the conference.

Workers have also been heard to remark "that the idea of striking for an increase of seven per cent is too small an issue," but this is just what has caused the present situation with the trade.

That the strike in the generalware pottery industry will be a "quiet" one none will deny. That many pottery workers would be more than pleased to return to work is admitted. There are still, others, however, who seem to be perfectly contented with the existing situation.

The Alliance Vitreous Products Co., Alliance, O., which the Geo. H. Bowman interests, Cleveland, O., control, have signed a new Brotherhood agreement.

The Central Pottery Co., of Zanesville, O., will begin operations on or about January 1, manufacturing a line of art ware. L. E. Selsam is officially connected with the company. The company proposes to place on the market a line of art specialties of a very exclusive character.

"We're not taking any orders, except those subject to delayed shipment, and therefore I might as well spend a while in the old home town," observed George B. Mc Nicol, when he returned here from Chicago, where he has spent the last year in charge of the business of the Potters Co-Operative Co. When he will return to Chicago is very indefinite just now.

John Rowe, general manager of the Empire China Co., of Burbank, Cal., and who is remaining here indefinately, pending the outcome of the strike in the generalware industry, suffered a rather severe attack of indigestion a few days ago. He is spending his holiday here at the home

of Albert W. Corns, of the McNicol-Corns Pottery Co., the two being very fast friends.

According to reports received here, the East Boston (Mass.), Pottery Co., proposes the erection of two additional kilns at an early date. Plans for the contemplated improvement have been worked out, it is said here.

Among buyers who have been registered in the district during the last few days included John Keefe, with McDonald Bros., Minneapolis, Minn.; M. J. Ryan, with Mitchell, Woodbury Co., Boston, Mass.; A. M. Holden, a well known operator of New Orleans, La.

" I'm just going over there to show the crowd what we make, and not for the purpose of taking any orders," put in F. I. Simmers, sales manager of the Hall China Co., in telling of his leaving for Washington, D. C., to exhibit there this week during the National Hotel and Restaurant Association Exposition and convention. The Hall plant, in common with others in this territory is idle because of the strike in the generalware industry.

Strike Situation Unchanged

As we go to press our special correspondent in the East Liverpool and Pittsburg districts sends us the following wire:

" A death-like quietness prevails in the general ware pottery plants this week. No statements have come from officials of the National Brotherhood of Operative Potters or from the United States Potters Association. Pottery manufacturers affiliated with the association and whose production totals six hundred sixty-one kilns are united as at the beginning of the strike October 1st. No intimation has been made so far of a conference between the labor committee of the association and the executive committee of the brotherhood. Only twenty-three kilns outside of the association have agreed to the new scale and this represents the output of plants reported last week. The Onondaga and the Iroquois China Company, both at Syracuse, New York, have no agreements with the brotherhood and are therefore operating. The kilns of those concerns, together with those agreeing to the scale last week, brings the kilns now operating i the United States up to only forty-seven. It was esti mated October 10 that the first payment of strike benefi to idle potters in the general ware trade will amount t approximately fifty thousand dollars. This to be issue in checks to the different local unions next Saturday representing one week's benefits, and the strike is nov two weeks old. The result of the referendum vote on strike in the sanitary trade will close October fourteen The poll is said to be heavy, but which way the issu will go cannot be determined until after the canvass ha been completed.

Fred. C. Reimer Co., Inc.
141 5th Ave., New York
REPRESENTING
" KRAUTHEIM " DINNERWARE
" THERESENTHAL " FINE GLASSWARE
" SCHIERHOLZ " ART GOODS
" ROYAL DUX " ART GOODS
" LUCCA " ART GLASSWARE
—WHITE CHINA—
STOCK—AND—IMPORT
(Phone Ashland 7032)

What An Old Time Worker Thinks of th Strike

A correspondent of the Wheeling, W. Va., *Register* writing over the signature of "Old Timer," has the fol lowing to say relative to the strike in the generalwar industry:

"Having for nearly 20 years been engaged in potter work the writer feels that an expression at this time fron him might possibly be regarded with interest regardin the strike of the general ware pottery employes, whic now seems inevitable. This will be the first in 28 years the last one taking place in 1894, lasting according to a old potter, nine months, and resulting in work being re sumed at a 16 per cent. decrease, instead of the 25 pe cent. increase demanded. The present trouble betwee the potters and the manufacturers seems to the writer t be one that should have been adjusted without any nece sity of a strike.

"A request for a reinstatement of the scale of Noven ber, 1921, at which time a 7 per cent cut was made is th reason for the walkout or strike which is to take plac October 1, 1922.

" With over 2,000 potters not voting, a majority of few more than 200 votes decided the issue. Probab most of the 2,000 non-voters were for a continuation o work, but had not the courage of their convictions to g to their respective locals and vote their sentiments.

" The average wage we will place at $6.00, which wou mean 42c. of an increase if granted. Say that a ma loses 50 days, it would put him back $300, at the prese rate of wages.

" It would take over 414 days to make up this loss 42c. and in October, 1923, a new agreement is to be mad The writer has been a member of the N. B. of O. P. f quite some time, and is in favor of anything to impro his brother worker's condition. However, until shov better, he can only see a loss for the strikers any way t present trouble culminates.

" It is to be deplored that sane counsel did not prev and keep the pottery workers from butting their hea against a stone wall, which, in view of their recent acti is what it appears like to an— " Old Timer."



"More than an office building"

THE FIFTH AVENUE BUILDING

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at Madison Square

New York

For the Buyer's Convenience

Clients of The Fifth Avenue Building are *selected* with a view to bringing together under one roof the leading representatives of a limited number of lines. The arrangement works to the advantage of both the occupants of the offices and the thousands of buyers who visit them every season. It is a distinct convenience to the buyer to find the salesrooms of the firms he wants to call on grouped so closely together.

The Fifth Avenue Building has thus become virtually the New York headquarters for Crockery and Glass.

Buyers in New York

(*Continued from page 17*)

C. Conant, imported china, Porteous, Mitchell & Braun Co., ortland, Me., 432 4th Ave.
F. C. Keffer, imported china, Kline, Eppenheimer Co., Reading, a., 432 4th Ave.
C. H. Newman, imported china, Miller & Rhodes, Richmond, a., 432 4th Ave.
J. Walsh, imported china, Geo. McBain Co., Roanoke, Va., 432 h Ave.
H. M. Troupe, housefurnishings & toys, Clarke Bros., Scranton, a., Martinique.
M. F. Slater, imported china, Marshall Matheson Co., Yonkers, . Y., 432 4th Ave.

OCTOBER 11, 1922

Mr. Kline, chinaware, Watt & Shand, Lancaster, Pa., 432 ourth Ave.
A. A. Breton, toys, Shartenberg & Robinson, New Haven, onn., care D. G. Alliance, 404 Fourth Ave.
J. Johnson, housefurnishings and lamps, Porteous & Mitchell, orwich, Conn., 432 Fourth Ave.
L. J. Sigfried, housefurnishings, Ely & Walker D. G. Co., t. Louis, Mo., 56 Worth St.

anada Has a Good Way of Preventing Strikes

Canada does not have to contend with as many strikes s does the United States, said James A. Norvell, a mer- ant of St. Paul, Minn. The reason for this is the Con- liation act, which was passed during the Laurier ad- inistration. This act provides that in cases where the boring men of an organization are on strike either the en themselves or the employers may call for a conciliа- on board. There are three members on this board. ne is elected to represent the striking men, one is chosen y the employers and the third is supposed to be the choice of both parties. In cases, however, where the opposing parties cannot agree on the third member of the board, word is sent to Ottawa and the Dominion Government appoints him.

The decision arrived at by the Conciliation Board in conference is supposed to be accepted by both the employers and the employes. In the majority of cases it is, and because of this amicable way of settling the dispute, strikes in Canada are, as a rule, short lived.

Kresge Co. Sales Increase

The S. S. Kresge Company for September reports gross sales of $5,423,491, against $4,299,954 in the same period last year. For the nine months since Jan. 1 sales aggregated $42,344,749, against $36,868,609 in 1921.

Business Briefs

McCrory Stores Corp., of New York, is remodeling a building on Franklin Street, Tampa, Fla., and will soon open a new 5, 10 and 25 cent store.

A new Penny department store has been opened at 529 Kansas Avenue, Topeka, Kan. This store is No. 372 in the Penny chain.

Converse & Son Co., who operate a toy factory at Winchendon, Mass., have opened a branch factory at Fitchburg, Mass., owing to the difficulty of securing factory female help in Winchendon.

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. ZIMERMAN, REPRESENTATIVE

FALL business continues in rather active receipt with all manufacturers featuring a general line and those making a specialty of novelties. The situation is just as the sales department anticipated during the summer season, that there would be a rush to "cover" at the very last moment. In fact, the present condition of trade in the glass industry is just about normal, when corresponding seasons of other years are taken into consideration, the war period of course being excepted. The novelty lines are in very excellent demand, while the general lines are moving along usual channels. Light cut and blown ware is active, while both pressed blanks and cut glass business seems to be more active than during any other period during the current year.

The embargo on the Pennsylvania lines, west of Altoona, Pa., is handicapping manufacturers in making deliveries as prompt as desired. The embargo, according to the existing order will terminate Oct. 12, and unless this is continued by a new order, a rather heavy amount of packages will be forwarded. Instances are related where shipments have been needed quickly, and where they could not be made by freight, the express has been resorted to. Transportation charges by express are of course higher, but when the trade desires merchandise hurriedly, a slight increase in carriers' charges does not stand in the way.

When it comes to activity in Rotary Club affairs, there is none more active than Howard C. Fry, of the Fry Glass Co., Rochester, Pa. At the last meeting of the Rochester Rotary Club, Mr. Fry had as his guest W. E. Wells, of the Homer Laughlin China Co., East Liverpool, O., a member of the East Liverpool Rotary club, and who addressed the Rochester Club relative to the work the East Liverpool club is doing in relieving the suffering of crippled children. In this connection, the East Liverpool club is taking the lead in the country, and now other Rotary Clubs want to hear about this good work.

The trade here has been advised that the Metropolitan 5 to 50 cent. Stores, Inc., will open its 83rd branch store in Milwaukee, Wis., on or about Nov. 1.

It is rather interesting to note the increased demand at present for flower vases for the fall and holiday trade. The light cut lines are moving nicely, while the demand for the coin gold and enameled decorated offerings is far ahead of that of a year ago. Shipments of this line will continue heavy, so factory managers report until Dec. 1 which is about the last date for holiday shipments reach destination in time for the Christmas rush.

Lamp chimneys will be made a strong feature with th Monroe Glass Co., which was recently organized at Mo roe, La., mention of which was made at the time in th CROCKERY AND GLASS JOURNAL. The company wa formed with a capital stock of $25,000 and is headed b John Rosenberger and John Hartman, both of Alexa dria, La.

Credit managers of local glass factories report the fo mation at Kansas City, Mo., of the Fred Schwartz Gla & Supply Co., recently incorporated with a capital sto of $5,000.

Thomas H. Butcher, who has been covering Pittsburg for the Central Glass Works of Wheeling for many yea will assume the management of new office and samp rooms which this company proposes to established Chicago, January next. Mr. Butcher has been in char of the Central exhibit at the Ft. Pitt Exposition for ma years.

After being idle for several months, during whi period an extensive improvement program was finishe the Marion, Ind., plant of the Macbeth-Evans Glass C has resumed operations, giving employment to about 7 workers. The Elwood, Ind., plant of this company also actively engaged, production recently being creased.

The Rosenbaum Department store here has paid thr regular quarterly dividend of 1¾ per cent. on the p ferred stock of the company.

Unless there is a change in the situation before long t may result that the next January exposition here w have more to do with glass than ever before. So far permanent confirmations have been made by the gener ware manufacturers, although there is ample time for reservations to be retained.

An advance listof those who have applied for reser tions in local hotels during the January Pottery and Gl Exposition is being prepared. The outcome of the str in the generalware pottery industry may have quite n effect in closing final reservations, although no word h been received here to the contrary.

Japanese Exports

The foreign trade of the port of Osaka, Japan, during ıe six months ending June 30, 1922, as compared with ıe first half of 1921 shows a substantial increase over st year. More than 98 per cent of exports during the rst half of 1922 went to countries of Asia. Of exports) Europe, Great Britain took the major part. Exports) the United States represented seven-tenths of 1 per ent. In the following table the exchange value of the en, slightly below par, is $0.498.

EXPORTS FROM OSAKA.

For six months ending June 30.

	1922, Yen.	1921, Yen.
lass and glass manufacturers..	2,503,097	2,021,870
amps and parts	752,458	774,050
ottery	491,619	478,169
oys	436,044	357,483
on manufactures, including enameled ware	1,837,263	1,890,032

Czechoslovakian Exports to United States

The value of declared exports from Czechoslovakia to e United States for August, 1922, was 58,714,432 owns, as compared with a July total of 71,294,579 owns. Among the principal items invoiced during ugust were 374,000 pounds of earthenware, valued at 658,000 crowns; glassware, 389,700 pounds, value 898,100 crowns.

German Aluminum Ware in Mexico

Shipments of aluminum ware have recently reached Guaymas, Mexico, from Germany, Consul Bartley F. Yost, of Guaymas, informs us. It compares favorably with the best American ware, but will have to be sold at a price fully as high as the American in order to realize the same profits. Freight and transshipment charges from Hamburg to Guaymas are very high. The considerable decline of the mark quotations between the time the order was given and the date of arrival will work to the benefit of the importer, as payment is made on the basis of the rate of exchange prevailing when the goods arrive or when the draft is presented.

Business Briefs

The Gift Shop, 813 Penn Street, Reading, Pa., under the management of B. M. Frybargen and E. Rae, has been formally opened with comprehensive stocks of merchandise, including lamps and shades, silverware, china and glassware.

Proctor's Department Store, Raleigh, N. C., has been incorporated with an authorized capital of $100,000. The incorporators are B. F. and E. B. Proctor and S. J. Hilliard, all of Rocky Mount, N. C.

The Fisher-Beir Co., who operate a chain of stores throughout the eastern states, have opened a 5-cent to $1 store in Hoboken, N. J.



PAPERwhite Narcissus growing in water. We have other kinds for this same purpose.

Double Your Sales
Bulbs and Bulb Bowls

Paperwhite Narcissus Now ready for delivery

We are actual growers and the largest importers

Send for copy Merchants Catalog listing a complete line of popular Dutch, French, Japanese, Chinese bulbs and roots Also fine line bulbs and vases.

Order now and enjoy full selling season.

You can make money on our line.

F. RYNVELD & SONS, Dept. G, 61 Vesey St., NEW YORK

NONIK TRADE MARK

Reg. U. S. Pat. Office

1922 Line of
WATER GLASSES
FOR SELECT TABLE AND HOTEL ROOM REQUIREMENTS

Our new line of exclusive colored decorations and light cuttings made in our own decorating shop now on display at our sales rooms. Visiting Buyers Cordially Invited.



Pat.
Aug. 18, 1914

"NONIK" ware is designed to resist breakage. Scientific and practical tests by national users prove that "NONIK" patented shape with the protected edge is 38% stronger than ordinary glasses.

THE NONIK GLASSWARE CORPORATION
Main Sales Office
Mohawk Building Fifth Ave. and 21st St. New York City

THE ROSEVILLE POTTERY CO., Inc.

ANNOUNCE
The Removal of Their
New York Office and Salesroom
to
292 FIFTH AVENUE
Between 30th and 31st Streets
New Telephone:
LONGACRE 10183

SPECIAL NOTICE
Co-incident with their Removal they also announce the Discontinuance of their Retail Department

A Real Sales Getter

A Revelation to the Housewife



"WHITTIER"
New England Cookery Guide and Oven Indicator.

A combination of a fine collection of old fashioned New England recipes in index form under their proper headings and a Portable Type Oven Thermometer.

Time and temperature directions given with every recipe.

Be prepared to meet the demand
WRITE FOR PRICES

Cooper Oven Thermometer Company
No. 2 Main St., Pequabuck, Conn.

ATTENTION!

Hotel and Restaurant Supply Houses



Vinegar and Oil Bottle

$1.25 Dozen

Packed 10 dozen to barrel. Guaranteed first quality.

DESCRIPTION

Ten flutes, plain ground bottom, 3⅛ in. center diameter, height 5⅜ in. to top of neck, pierced cork and white porcelain tube.

Having secured a liberal price concession in a large purchase from the Government am enabled to offer these fine bottles made by the McKee Glass Co. and other well known manufacturers at this very attractive price.

MORRIS SENDAR
291 Bowery Telephone Orchard 6077 New York

In the Household Utility Aisle

ɔme Practical Aids for Easier and Better Housekeeping—Time Savers and Labor Lighteners That Appeal to Busy and Discriminating Housewives and Are Stocked by Progressive Merchants Who Are Alert to Supply What the Public Wants

By Beatrice Miller Wisner

"Silex" Glass Coffee Filter For Reliability

After careful experimental testing of the proper con- ner for good coffee, Prof. S. C. Prescott, head of ology and public health at Massachusetts Institute, an- unces that the only proper vessel for coffee is glass. e Silex Company of Massachusetts, 926 Eastern Ave., alden, Mass., has upheld his theory in their new Silex ass Coffee Filter, made entirely of Fry Heat-Resist- ; Glass which is abso- ely guaranteed against akage while in use. is new coffee filter il- trated, 4 cup size, is ling at the popular price $5.00 and can be used any electric plate or ll or any gas stove. No erage is more univer- ly used than coffee and beverage has been more ised in its making. A od housekeeper is a od coffee maker, and is careful in selecting the proper ntainer for this purpose, hence the Silex Coffee Fil- has met the demand of prudent users. Simplicity construction, efficiency in service and sanitary fea- es have pronounced the "Silex" Coffee Filter the t utility on the market for preserving the aroma and ural flavor of the coffee bean and bringing to the le the Nation's drink in its purity and delicious quality. e above concern also offers The Silex Twin Brushes, ich are designed to accurately clean the glass contain- . Made of fine Australian bristles tightly woven into e, they are absolutely guaranteed. Circular on appli- ion, will be furnished by the concern describing these ducts.

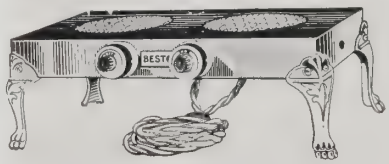


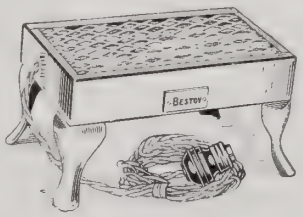
Ladd Egg Beater Delights Users

The excellent workmanship which typifies all Ladd ters, is noticeable in the new Ladd Beater No. 00, ered by the United Royalties Corp., 1133 Broadway. is beater has received justified sales through its per- t working features—8 beating blades and center ve. It is cheaper and the same size as No. 0 Ladd ter, of same superior quality material, steel, copper, ed, then nickle plated, with excellent wood, white enameled handle. This new Ladd Beater is an attractive substantial kitchen utility, always ready for quick service, and is popularized through its efficiency and durability. Sell the Ladd No. 00 and please the discriminating housewife, who knows by experience the economy in securing a good product. The above firm is also offering Ladd Mixer Churns, Saturn Reels and Saturn Can Openers, all made of best material which has brought these articles a steady market in every city and small town.

Beststov—Best Priced

The demand for electric stoves is demonstrated by the number of models that are constantly being placed on the market, but the wise mistress of the household is selecting only the best stove at the best price, and one which will perform the necessary service at the lowest cost of power consumption. It must be well finished, durable and neatly constructed to please the average far-seeing housewife. The Beststov Appliance Co., Seattle, have placed on the market a stove that is meeting all the requirements of careful consumers, being made of durable materials and unfailing construction it has reached a high point of manufacture. The two models herewith illustrated, No. 401 and No. 301, are popular favorites. No. 401, twin stove, is blue steel, with cast iron legs, aluminum finish. First hole 500 watts, second hole 500 watts, total 1,000 watts, does double service and is a practical stove of neat construction. No. 301, toaster, size 5 inches wide, 9 inches long and 5 inches high, is all nickle plated, 400 watts, and in addition to a toaster may be used to keep food warm with little current consumption. The above concern's listed catalog gives many designs of stoves and heaters which through repeat orders have demonstrated the Bestov electrical appliances products of quality, finish and service. Order now for future demand.





BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

BOSTON NEWS NOTES

By
R. B. Hemenway, Representative

FUNNY how a little coffee bean may effect such a thing as the kitchen furnishing department of a big store. Just now according to Arthur T. Otis of 112 Summer street, the demand for coffee mills is unprecedented, all because certain coffee roasters recommend that the householder buy the bean whole to save the flavor for the morning breakfast instead of adding to the already overburdened perfume of the grocer's store. The Arcade Manufacturing Co. of Freeport, Ill., by the way, furnish a stand for their mills and keep a quantity of whole beans in the glass reservoir so everyone who comes along can give the crank a little turn. Otis says it sells mills. He has another line of aluminum wares made by the West Bend (Wisconsin) Co. which is making a hit with the "household engineers." It is a "waterless cooker-roaster," ranging in size from four quarts to sixteen quarts, from four to ten dollars.

Bob Corey has added a line of salts and peppers made by the W. G. McIlvaine Company of Mount Holly, N. J., which is sold with sterling silver or glass tops. These he is showing at his new quarters on the second floor of Young's Hotel together with several new patterns in the Ohio hotel ware and cooking utensils. His Bryce Brothers line of glass ware also has several new patterns which are shown to good advantage with the Steubenville Pottery line.

Malden retailers have established a reputation for themselves in a sale for Saturday and Monday characterized as "dollar day." F. N. Joslin & Co. were cleaned out in the household department Saturday night and the stocks of some of the smaller concerns were sadly depleted. Aluminum ware and other utensils selling ordinarily at from two to four dollars went into the common pool and were disposed of like the proverbial hot cake.

Another bully good sales scheme is the "consecutive dollar" day being staged by the Outlet at Providence. Every day the concern offers goods at a dollar more than the day previously and the sale will run for two weeks. This gives the management an opportunity to cover a large variety of goods from the cheapest to the more expensive by grading them to a reasonable price.

Carignon's "five, ten and a quarter" store at Woonsocket has just opened up after a disastrous fire there about two months ago. "Jay" is finding a little time, however, to do some campaigning for a seat in the legislature which will be decided at the election next month.

The D. M. Reed Company of Bridgeport are movi their crockery, glass and china departments from t basement to the first floor sales rooms where they ha ample room to display their lines. Mr. Taylor, the pop lar buyer, is responsible for the change and he is confide that it will work to good advantage.

William E. Dickenson, of the Tilden Thurber Co pany of Providence, was in town during the week looki over the cut glass offered. Mr. Stone of the same co pany also paid a short visit to some of the salesrooms the city.

Connecticut must be gasping for breath this week f reports have it that Ed Tucker, Murt Wallace and B Corey were in the Nutmeg State at the same time.

Mr. Bernard Twitchell, formerly merchandise man McCarthy's at Woonsocket, is now with Wise Smith a Co. of Hartford, Conn.

Harry R. Wheeler is showing a new model of gra fruit in the Emery Art Fruit line at his office, 161 Su mer street. He also has a very natural pumpkin whi is popular for autumn displays.

The Tori Brothers have purchased the McCloud I partment Store of Calais, Me. Mr. McCloud who h managed the store for 19 years is retiring from busin on account of ill health.

B. E. Bryant has sold out to the W. W. Mertz C Torrington, Conn., and will be associated with the n owners as manager of the house furnishings departme

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Chase Co. Add to Floor Space

The E. M. Chase Co., Manchester, N. H., have l tered the three upper stories in their building and h added this floor space for selling purposes. Individu displays are a strong feature of this progressive hou furnishing store and the show windows are divided i nine rooms, each representing a room in the home. the second floor is a seven-room furnished apartm complete in every detail with a modern kitchen. T lamp department is on the fourth floor and the electri utilities are also displayed there. The company n have over 22,000 ft. of floor space. The original st was opened by Mr. Chase twenty-five years ago w a floor space of 550 feet.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

ETAIL trade in Chicago the past week showed a marked improvement in practically all departments of the large stores on State Street. The er is more favorable for shopping and consequently emand for merchandise showed a broader range. nable lines led in the selling, but the demand for glassware and housefurnishings was conbly stimulated after the October first moving l. Many homes need new furnishings immediately moving into new quarters, and the May October moving seasons in Chicago usually result mely demand for household equipment of all kinds.

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wholesalers' and manufacturing representatives' ss in China is handicapped by the potters 'strike. s are not being taken because the strike of potters delivery time uncertain, and this, in the face of a existing demand from the retail trade. Glassware however, are holding up well, and retailers unable ure china are turning to glass for merchandise is to be sold for gifts during the holiday trade.

Illinois Retail Jewelers' Association has protested ntinuation of war time 5 per cent excise tax on y sales, claiming that it works a hardship upon blic and especially the young bridal couples who urnish homes with silverware, glassware and china her items from the jewelry store and pay a tax on urchase. Letters have been sent by the association candidates for Congress, sounding them out on iews on taxation.

Northwestern Pottery Co., 5220 Norwood Park, o, was incorporated last week for $100,000. The of the incorporation, as stated in articles filed, are ufacture pottery and earthenware and to deal in roducts. The incorporators are Richard C. Mazer, d C. Blanko and Albert W. Bookman.

Nelson Young Toy Manufacturing Co. has joined icago Association of Commerce and moved its od factory to 1029 S. Wabash Ave. J. L. Maltby ew manager.

Aagaard Distributing Corporation, wholesalers of and copper plated table service, including cas- pie plates, and similar lines, has changed its name Aagaard Corporation.

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neral toy, novelty and radio shop has been incor- at 59 E. Randolph Street, to be known as the Central Toy Shop. The capital of the company is $10,000. Those interested in the company are James C. Daley, Albert R. Johnson, Joseph Bezark and John A. Bennan.

The Central Lamp Shade Co. has filed a voluntary petition in bankruptcy. The liabilities are over $2,000 and the assets less than $100.

Litchfield Lamp Manufacturing Co. of Litchfield, Ill., has been dissolved, surrendering their state charter to the Secretary of State.

The Trans-Luso Specialties Co., makers of patented process leatherized parchment paper lamp shades and shields, are preparing a number of new designs for next year's selling at their factory, 3525 Lincoln Ave. The office and display rooms are located at 304 S. Wabash Avenue.

F. B. Tignor, representing the Zane Pottery Co. of Zanesville, Ohio, is displaying his line at the Palmer House this week.

"Bill" Duval of Bryce Bros. Co. and Harry Clark of A. J. Fondeville, were visitors on the Chicago market last week.

Hartmann, Malcom Company, makers of lamp shades, lamps and art novelties, have enjoyed a good increase in demand for their merchandise during the present year and the growth of their business has forced them to increase their organization. The company recently increased its capital stock from $40,000 to $100,000.

The Fine Arts Products Co., located at 4311 Grand Boulevard, Chicago, recently became a corporation. This concern manufactures hand painted parchment shades and a line of specially treated lamp shades, under patented process. Those interested in the new incorporation are W. H. Eckert, F. A. Adkins, and H. Baar.

Thomas R. Ferguson, head of the Polychrome Art Works, 2700 Diversey Street, recently announced several new numbers for the department store and gift shop trade, including novelty lamps. Four of the new numbers are a torchierre, a lighthouse lamp, new finishes in boudoir lamps and a camel lamp with shade, which is quite a departure from the camel lamps now so common in novelty shops.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

Imported overglazed
CHINA COLORS
Powdered or Mixed for Use
Everything for China Decorators
PILKINGTON MANUFACTURING CO.
3223 W. Lake Street Chicago

A few words in this space will bring in many dollars

Phone Wabash 860

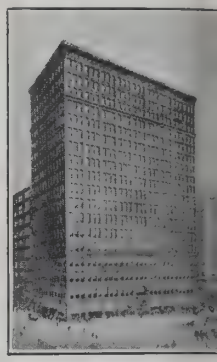
THE HAEGER POTTERIES, Inc.
Pottery of Distinction
Dundee, Illinois
Chicago display with
W. C. OWEN
17 No. Wabash Ave.

FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE

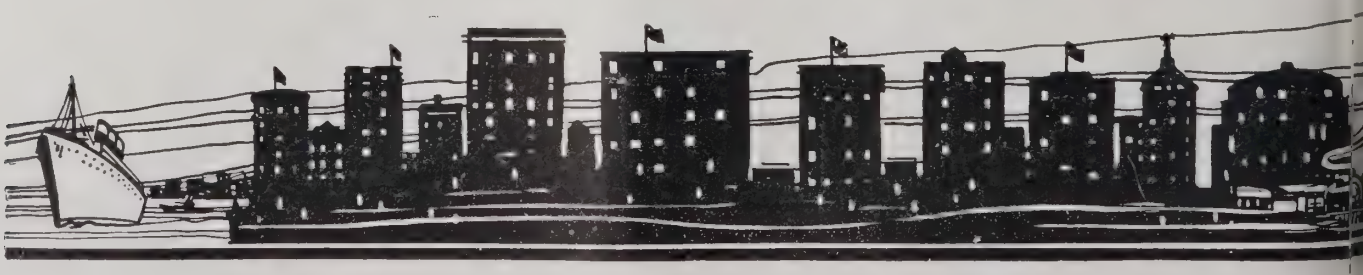


The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach th trade you want. Phone Wabas 860 for particulars.

JOYCE ART STUDIO
Finest encrusted gold china work. Sp cial lustre and gold band glasswa Original designs in floral decoratio
Phone Austin 1500
5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.
Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalz Phone Central 3497.



CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

LIN-O-LITE SHADES

Innovation, hand painted Linen, Silk and Silk Braid Trimmed. Durable strong. Made by

VOLKMAN & CO.
3223 W. Lake St.

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
Renshaw, Chicago Representative

CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

"card" can be made to yield dividends. Phone Wabash 860 for

in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
Ware prepared to make immediate shipments.



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

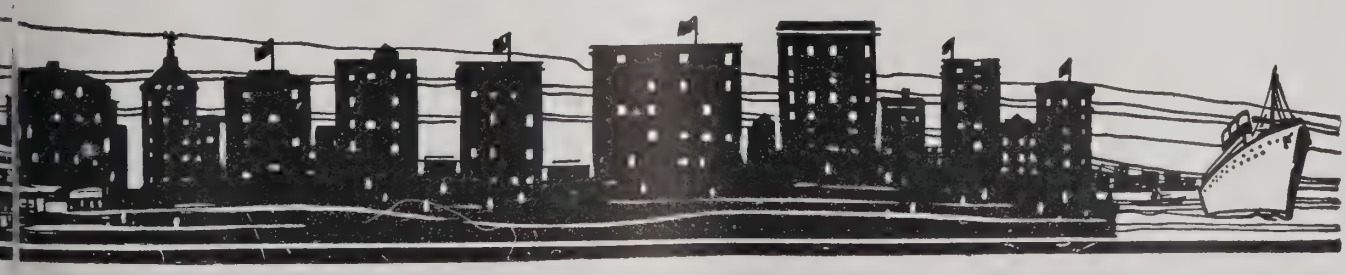
Ira A. Jones Co.
9 North Wabash Avenue
Chicago

REPRESENTING
Pope-Gosser China Co.
Seneca Glass Co.
Susquehanna Cut Glass Co.
The H. E. Rainaud Lamp Co.
Shepherd Co.
Wood-Art Co.
Evanridge Pottery

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

TO LET
Why not Move In?
Rent at Pre-War Level

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046



W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Live salesmen—for popular priced line of Aluminum Cooking Utensils—Commission basis. No objection to man selling Non-conflicting Lines—(Pottery, China, Glassware, etc.). Box 209, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

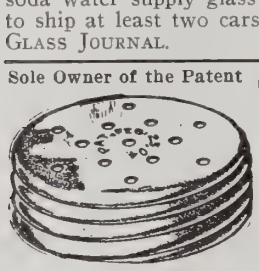
ILLUMINATING GLASSWARE LINE WANTED for Penn., Maryland, District of Columbia, Virginia. Philadelphia headquarters. Commission basis. Box 208, care CROCKERY AND GLASS JOURNAL.

AN old established manufacturers' agency firm on the Pacific coast are open to represent a good reliable factory making tank glass, tableware, fish globes, confectionery display jars and soda water supply glassware. Only interested in factories able to ship at least two cars monthly. Box 204, care CROCKERY AND GLASS JOURNAL.

Sole Owner of the Patent

Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.



Celluloid "Salt and Pepper" Caps

ALSO CELLULOID DISCS.

We carry about fifty stock sizes of caps; and are also prepared to supply special sizes to order. Write us for prices and samples.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF GLASSWARE.

Lamp Chimneys, Lamps, Lantern and Fish Globes, Shades, Founts, Towel Bars. Cane, Tubing. Gas and Electric Globes in all COLORS. Private Moulds Worked.

FACTORY:

255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

Business Improving

(*Continued from page* 15)

Asked whether collections were improving, standing still or falling behind, twenty-five answered that collections were improving. In one highly developed industrial section collections were falling behind, owing to recent strikes.

Directors from New York were asked what in their opinion were the important obstacles to complete business recovery. Their conclusions were: Social unrest, unsettled condition of countries abroad, lack of common labor, high transportation costs, high taxation maintained on a war basis, due to Government, State and city extravagance.

Business Briefs

J. J. Houston, Poplar Springs, Miss., has opened his new store, built on the site of the store which was destroyed by fire last March. The new store is modern throughout with an attractive glass front for display purposes, and the merchandise departments will incl comprehensive housefurnishings section. The st located two miles outside the city of Meridian an the convenience of customers an automobile servic tion has been established.

The Platteville Toy Co., Platteville, Wis., has be corporated with a capital of $50,000. The incorpor are M. A. Bishop, Jesse J. Ruble and John Tracy, Platteville.

J. R. Whitman, for eight years manager of the Penny store in Watertown, Wis., is now in charge o new Penny store at Appleton. J. A. Butrick, sale in the Watertown store, is the new manager.

Electrical Show Opens

Opening at 11 o'clock Oct. 7th the fifteenth a Electrical and Industrial Exposition, with exhibits s ing hundreds of uses of electricity in the home and tory, will begin a week's run at the Grand Central Pa Lexington Avenue and Forty-sixth Street. Occup three whole floors, with nearly 150 exhibitors, whos plays cover the whole range of electrical applicatio show will be the largest in the history of the industry

Statement of Ownership

Statement for Oct. 1, 1922, of the ownership, manage etc., of the CROCKERY AND GLASS JOURNAL published wee New York, N. Y., as required by the Act of August 24, 191 County of New York, *ss.*
State of New York,

Before me, a Notary Public, in and for the State and C aforesaid, personally appeared F. Calvin Demarest, who, h been duly sworn according to law, deposes and says that he business manager of the CROCKERY AND GLASS JOURNAL, an the following is, to the best of his knowledge and belief, statement of the ownership, management, etc., of the afo publication for the date shown in the above caption requir the Act of August 24, 1912, embodied in Section 443, Postal and Regulations to wit:

1. That the names and addresses of the publishers, managing editor and business manager are:

Publisher, Demarest Publications, Inc.; editor, Stillman lor; managing editor Stillman Taylor; business manag Calvin Demarest, 45 East 17th St., N. Y. City.

2. Owners, Demarest Publications, Inc.; F. Calvin D est, 45 East 17th St., N. Y. City; J. Cleveland Demarest, 4 17th St., N. Y. City; Clarence Kimball, 45 East 17th St., City.

3. Known bondholders, mortgagees, and other security h holding one per cent or more of total amount of bonds, gages, or other securities, none.

4. That the two paragraphs next above giving the na the owners, stockholders and security holders, if any, conta only the list of stockholders and security holders as they upon the books of the company but also in cases where th holder or security holder appears upon the books of the co as trustees or in any other fiduciary relation, the name of t son or corporation for whom such trustee is acting is also that the said two paragraphs contain statements em affiant's full knowledge and belief as to the circumstanc conditions under which stockholders and security holder do not appear upon the books of the company as trustee stock and securities in a capacity other than that of a bo owner; and this affiant has no reason to believe that an person, association or corporation has any interest, direct direct, in the said stock, bonds, or other securities than stated by him. F. CALVIN DEMA

Sworn to and subscribed before me this 26th day of Sept.

CLARENCE C. SIMONI, Notary Public, New York Co
(My commission expires March 30, 1923.)

ESTABLISHED IN 1874 PHONE STUYVESANT 6052

Crockery and Glass Journal

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Devoted to
CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS
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VOL. 95 OCTOBER 19, 1922 No. 16

AS THE EDITOR SEES IT

THE TARIFF AND RISING PRICES

WHILE we cannot agree with William S. Culbertson, vice-chairman of the U. S. Tariff Commission, in his summing up of the merits of the "flexible" tariff provisions, we are observant enough to perceive the effects of it. Eliminating all but one economic reason for our disagreement, let us quote from his recent speech at Cleveland, in which he says, "Considering the purpose for which the rule is laid down, the phrase, 'cost of production' will undoubtedly be broadly construed. Difficult as costs of production are to find, every business man knows that the finding of them is the basis of successful business. Costs of production can be found with sufficient accuracy for tariff making purposes." But can they?

THIS is a pertinent question, for it queries a phase of very great economic and business importance. Cost of production is, it is true, a good theoretical basis for fixing tariff duties. But unfortunately the theory does not work out well in practice, in this last law or in any other law which has ever been enacted. And the one outstanding reason why it is well nigh impossible to use cost of production as a basis, is that the cost figures cannot be obtained by a governmental body and even if the figures were obtained they would form but a very irregular and uncertain foundation for building a tariff. The world of business economics does in fact make anything like this procedure impractical and of little value.

FOR instance, the first obstacle encountered in finding this elusive base is, that the goods are subject to conditions of world competition and consequently world price making. This pricks the bubble, for it discloses that there is no relationship between the cost of the goods and their prices in any individual case. Another obstacle lies in the fact that there is a wide difference in cost of production between domestic manufacturers and cost of production in factories making similar goods abroad. This leads the business economist to the conclusion that cost of production protection protects home industry more than it hurts foreign competitors. The work of the first Tariff Board is pretty good evidence of this "cost of production" fallacy. And a good many investigations in the past have conclusively shown that it requires such an extended time to compile cost data in any industry, that changes in conditions and in competition, make the data of little value after it has been compiled and studied. If there can be any such thing as a scientific tariff we certainly should have it. Just now there are many indications that a good many business men want something different than what we have. The simple statement that the tariff commission is flooded with applications for changes under the elastic provision of the new law should indicate this.

THE tariff is one of many factors which is raising prices but it is not the only one. The chief reason why prices are slowly working to higher levels is due to a higher standard of living. This means higher wages, and higher production costs so far as higher wages is a factor. It is doubtful if cost of production and the cost of doing business can be reduced by taking it out of labor, or sacrificing quality. It seems highly improbable that the present standard of living can be reduced. If these things are so, then costs must be reduced by speeding up machinery, by simplified methods of production by reducing waste and by conserving power.

But the new tariff will help business. Now that the

uncertainty which has retarded business while the law was being framed is over, business has begun to forge ahead. This will continue. The new tariff will make it more difficult to export agricultural products and manufactures, which are already difficult by reason of the great inequalities in foreign exchange rates. It is reasonable to forecast the mark-up of merchandise in cases where the cost of foreign merchandise is raised by the tariff. The tariff is simply additional power applied to the lever to raise prices. Prices would undoubtedly go up without this force, but in many lines it will go up faster and higher with it. The more power at the lever the higher the raise. Just now with the pottery strike, eliminating domestic wares from the wholesale market, a large number of buyers are hesitant about placing orders for future delivery. The future is a pretty uncertain state of being. Hence not many orders for domes ware are now being booked. But prices are slowly risi In our August 3rd issue we ventured the opinion t "now is the time to buy." This advice still stands goo You may not see it now. Perhaps prices have not g up sufficiently to make it obvious to all. But the care buyer is taking advantage of it. Prices are worki higher in all lines and business is getting better, for th are always more buyers in a rising market than a falli market. Most manufacturers sold goods at a small pr and in some cases at a loss in the general mark-down last year. They did this to keep their factories runni and their organizations together. Now there are ma indications that they will raise their prices to obtain

(*Continued on page* 34)

Credit a Service and Not to Be Sold

Retail Charge Accommodation Not a Commodity But a Service Feature and Should Not Be Cheapened by Advertising It Like Merchandise, Says Credit Manager of Well Known Store

THE extension of credit to customers of retail stores and shops is a service feature and that it should not be advertised to the public as a commodity which can be purchased, were the contentions advanced by H. F. Arthur, Assistant Credit Manager for Franklin Simon & Co. and a former vice-president of the Associated Retail Credit Men of New York City, Inc. Mr. Arthur's assertions came as a reply to a question put to a number of credit men at the association's recent monthly dinner meeting by Charles A. Gorman, president of the H. Batterman Company of Brooklyn. This question was: What are the credit men doing to defend the good name of credit, and why are not the advantages of a charge account advertised to the consumer?

The thought that credit should be sold, said Mr. Arthur, cannot prevail, because credit is a commodity only in the sense of service. When used in any other way than that, credit is cheapened to such an extent that it is no longer a service. When given promiscuously, either as a result of solicitation or advertising, credit has no value whatever. The customer also gets the impression that credit extended in this manner is a right due by reason of the solicitation, whereas the charge account is for convenience only and is a privilege extended to those who are entitled to it.

The customer who buys for cash must find it an annoyance to pay the money for each article as purchased. In some instances disputes arise over errors in making change. The cash customer distributes her purchases from shop to shop, wherever she feels she can buy the cheapest. The charge customer knows that she does not need the cash in hand at the time of purchase and, therefore, does not have to postpone her buying until the cash is convenient. The charge account therefore becomes a twofold benefit, for it is a service to the customer and also stabilizes the business of the mercha It enables the merchant to estimate the amount of future sales and to buy accordingly. He knows that charge customers are repeat customers, while the p chases of the cash patron are sporadic. The charge count means increased sales, while increased sales m increased turnover of capital and merchandise. This, turn, means increased profits for the store. Increa profits make up for the cost of maintaining a charge s tem and any losses which may occur from an occasio bad debt.

No doubt the questions asked by Mr. Gorman h been uppermost in the minds of many merchants who l upon the credit department as a hindrance to volume sales and a brake on the expansion of the business, beli ing the credit manager to be overcautious. Here " wrong slant " is given to the viewpoint of sales. I conceded by most merchants that the advertising mana and the sales manager are using every known means sell goods, and have gathered from an occasional tra action with the credit man that he only wants to the " gilt edge risk." To a certain extent this may h been true in the past. The modern credit man, howe is working along different lines. He has linked his forts with the service department, believing that cr should properly be considered a part of the service his establishment. He therefore becomes a part of selling organization to the extent that he endeavors furnish credit service wherever there is a possibility ultimate payment of the bill, even though the risk of lecting may, in his opinion, be a bit doubtful. It is a known fact among credit men that 98 per cent. of people are honest, which reduces the question of cr risk to a minimum.

The modern credit man must be a selling factor,

f he will pursue his work along the lines of service he vill increase his charge sales. The credit department is ssentially a service department of the store. It can do ıore to build good will than any other department, and ood will is the biggest asset any shop can have. A cus-ɔmer remembers good service long after the purchased rticle has been forgotten. The bulk of charge business s based on prompt payment, and 90 per cent. of the harge customers pay promptly. Only the remaining mall percentage must be followed up by the collection ıanager, so let us continue to sell credit service, rather ıan the idea of credit.

How's Business?

Trade and industry is moving at a faster pace this week ıan last and in a good many lines prices are markedly rm, showing a tendency to move upward in the face of ɔnservative buying. The growing shortage of cars and ie congestion of transportation constitutes the outstand-g unfavorable element and this holding up of distribu-ve trade, is very keenly felt in practically all parts of e country. In its weekly survey of business Brad-reets' reports that expansion in fall trade and industry, ollections and car loadings, indicates improvement for e current week.

In the East

In New York the shortage of domestic crockery caused r the closing of practically all the generalware plants, r the strike is beginning to have its reaction on buyers d has, of course, stimulated buying in glassware and in ıported dinnerware, fancy china and earthenware lines. ıe housefurnishings market is just now enjoying its sea-ıal activity and while orders are not notably large they e being placed in good volume. Five-and-ten-cent ores report sales are steadily increasing, retail trade is lding fair and collections are showing some signs of ıprovement but average fair. In Newark retail trade is diet but unemployment is decreasing, there is a marked ortage of skilled labor in the constructional lines and llections are backward Pittsburgh reports that em-rgoes by railroads are retarding increasing activity in a lines of business, retail trade is in good volume but c lections are slow.

In the West

In Chicago a better tone is evident in trade, more buy-s are in the market than last year and sales for imme-ate and future business is heavier than a year ago, man-ıcturing is active and collections are better. Detroit orts that business continues to improve, most of the lge auto plants are operating at full capacity, retail sales a l collections are fair. In Kansas City cooler weather ls stimulated trade in all lines and retail trade is now od, manufacturing continues to show improvement and c lections are fair. St. Louis reports that country mer-cnts are buying more freely in all lines, department sres report better sales than a year ago and anticipate a reater volume before cold weather, manufacturing is a ive and collections better. In Milwaukee industrial conditions are improved, distribution of merchandise is larger and over a greater territory, retailers report fair turnover and department stores say sales are heavier than a year ago and collections are improved. Sioux City reports that retail sales are stimulated by heavy advertising, building is active but collections slow. Omaha reports that retail trade is fair and collections improved.

In the South

In Baltimore domestic consumption of merchandise is quite heavy and retail stocks are reported low, industry is improved and collections fair. Memphis reports that cooler weather has helped retail trade, building continues very active and collections continue fair. In Nashville retail trade is fair, and collections in some lines much improved. In Atlanta business in all lines is fair, crops are smaller but farmers are selling them at better prices and collections are called fair. Birmingham reports that retail trade, manufacturing and industry are fair, Alabama cotton crop 264 thousand bales ahead of last year and collections fair. New Orleans reports that trade, industry and manufacturing are fair and more future orders are being booked in all lines. Tulsa reports that retail trade continues to improve but business in all lines is suffering from bad shipping conditions and collections are still slow.

On the Pacific Coast

In San Francisco retail trade is fair, shipping active but car shortage is serious and collections good. Seattle reports that trade and business in all lines is fair, car shortage acute and collections fair.

In Canadian Cities

In Montreal retail trade is fair and collections improved. Toronto reports trade as fair and manufacturing active while collections are a little better. In Vancouver retail trade is spotty. Lumber and mining active and collections slowly improving.

The French Glass Trade

The hollow-ware factory at Givors, which resumed work at the end of 1920, has made rapid progress and is now turning out 30,000 pieces per day, as compared with only 8,000 during the first three months. This factory is making white glass of excellent quality and also guilloshed glass with the aid of presses, which is quite an innovation. In the Avesnes district, the bottle factories are more active now than for many months past. In cut glass, the works at Nancy are starting a second furnace and a third furnace is under construction, and according to *Le Verre* the outlook in the glass industry is more encouraging.

The Glass Trade in Holland

An interview recently took place between glass masters and delegates from the various workers' syndicates in order to determine whether working in three shifts, day and night, would really be of a nature to improve the situation of the Dutch glass industry. This meeting was brought about following a trial made by the "De Schie"

Glassworks at Schiedam, working in three shifts with one furnace only for a period of three weeks. Managers and proprietors have found that this system does not reduce cost price; hence it did not assist the Dutch glass factories in their endeavors to meet foreign competition. In the bottle industry wages will shortly be reduced 10 per cent. The Deventer Glass Co., which made large profits during the war, is now in liquidation; shareholders will, says *Le Verre,* receive a dividend of 25 per cent. The "Sphynx" works at Maestricht have started a third furnace, and a fourth is being got ready. Work has now been resumed at Fourcault Glassworks at Maassluis.

U. S. China Exports for July

Domestic exports of china and porcelain for the month of July show, according to figures compiled by the Department of Commerce, a decrease in quantity and value from the figures of June. The increase in the value of exports of table, toilet and kitchenware, exclusive of sanitary and chemical wares, is $4,296. The figures for the month of July just published follow:

DOMESTIC EXPORTS OF CHINA AND PORCELAIN FROM THE UNITED STATES BY COUNTRIES

Countries	Table, Toilet or Kitchen Ware Pounds	Dollars	*Other China & Porcelain Ware Pounds	Dollars
Germany	—	—	330	151
Poland and Danzig	560	500	—	—
Spain	—	—	17	13
England	533	467	90	86
Canada—				
Maritime Prov.	2,216	289	247	50
Quebec and Ont.	24,212	5,927	8,349	3,480
Prairie Prov.	8,918	2,263	2,229	641
Br. Col. & Yukon	1,017	574	2,596	729
British Honduras	140	21	—	—
Costa Rica	210	28	—	—
Guatemala	90	67	—	—
Honduras	1,571	473	—	—
Nicaragua	—	—	30	6
Panama	1,200	147	—	—
Mexico	4,256	1,247	834	440
Newfoundland & Lab.	600	96	—	—
Bermuda	247	43	182	39
Barbados	90	55	—	—
Jamaica	186	57	—	—
Trinidad and Tobago	417	72	252	53
Other Brit. W. Ind.	—	—	76	13
Cuba	823	592	804	239
Dominican Republic	644	141	—	—
Dutch West Indies	—	—	80	74
Haiti	660	192	346	95
Virgin Is. of U. S.	148	38	40	7
Argentina	33	57	—	—
Brazil	—	—	40	90
Chile	—	—	5	39
Colombia	2,036	437	—	—
Peru	814	133	220	29
Venezuela	—	—	661	102
China	110	59	—	—
Hongkong	5	5	—	—
Japan	—	—	310	24
Philippine Islands	48	111	—	—
British East Africa	25	16	—	—
Liberia	122	22	—	—
Total	51,931	14,129	17,738	6,400

* Not including electrical porcelain.

DOMESTIC EXPORTS OF EARTHEN AND STONEWARE FROM THE UNITED STATES, BY COUNTRIES

Countries	Table, Toilet or Kitchenware Pounds	Dollars	*Other Earthen, Stone and Crockeryware Pounds	Dollars
Sweden	—	—	6,239	615
England	—	—	1,353	137
Scotland	—	—	1,401	258
Canada—				
Quebec and Ontario	1,951	668	2,149,330	32,129
Prairie Provinces	9,551	1,251	81,940	1,706
Brit. Columbia & Yukon	100	20	6,785	283
British Honduras	550	106	—	—
Costa Rica	—	—	71	5
Guatemalia	10	3	—	—
Honduras	1,405	374	10,928	183
Nicaragua	325	87	337	55
Panama	1,831	423	2,563	203
Salvador	—	—	2,450	380
Mexico	4,852	1,393	131,086	3,753
Miquelon & St. Pierre Is.	—	—	3,200	11
Newfoundland & Labrador	—	—	714	6
Bermuda	—	—	305	1
Barbados	428	60	824	9
Jamaica	—	—	345	8
Trinidad and Tobago	—	—	8,944	1,13
Other Brit. West Indies	204	31	546	10
Cuba	2,486	4,958	518,915	7,95
Dominican Republic	—	—	1,478	24
Dutch West Indies	—	—	355	10
Haiti	—	—	690	13
Virgin Islands of U. S.	155	60	1,125	8
Chile	—	—	350	5
Colombia	4,206	960	19,591	3,85
Ecuador	406	69	180	2
Venezuela	—	—	2,375	14
Ceylon	—	—	1,080	5
China	180	281	10,354	1,74
Hongkong	—	—	38	3
Japan	555	239	137	3
Philippine Islands	411	162	—	—
Australia	444	133	3,058	43
British Oceania	85	30	—	—
New Zealand	—	—	200	—
British South Africa	—	—	576	—
Total	51,735	11,308	2,969,872	56,3

* Not including sanitary or chemical wares.

Australia Keeping Watch on German Export

Traders and others in Australia who anticipated predicted a flood of imports from Germany immediate the official embargo on imports from ex-enemy countri expired on Aug. 1 have been disappointed. The Minist has not revoked the proclamation prohibiting the ent into the Commonwealth of goods from former enem countries, and technically such entries must first secu the permission of the Minister of Customs. The Gover ment is taking every precaution to prevent a flood cheap imports. Collectors of Customs at the vario ports have been instructed to report to the Governme any instance in which they consider the importation a consignment would constitute a danger to Australi manufacturers. If warranted, the matter will then be r ferred to the Tariff Board, which will be asked to deci whether the goods exported to the Commonwealth "a of a class produced or manufactured here and are bei sold to the importer at a price less than a fair marke value of the goods at the time of shipment." Should t board consider that the importation of the goods cons tutes a menace to the local manufacturer, it will impe the provisions of the Anti-Dumping Act. Present indi tions, says Reuters Trade Service, are that German e porters are re-treading the Australian path very ca tiously. Items on the manifests of the few vessels wh hitherto have unloaded goods from Germany inclu seven motor cars (the first since 1914), two parcels f dolls, toys, glassware and four cases of catalogues.

The Old and New Tariff Rates

In this, the first published list of the new and old tariff ıe rates are on the *ad valorem* basis, the figures indiıting the percentages, except where otherwise stated. ıd rates in cents and dollars represent the flat charge.

	*Underwood Law	*Fordney-McCumber Law
SCHEDULE 1.—CHEMICALS		
)tassium hydroxide (hydrate potash), lb...	Free	1c
SCHEDULE 2.—EARTHS, EARTHENWARE AND GLASSWARE		
ıina Clay, ton	$1.25	$2.50
lica, crude, ton	Free	4.50
uorspar, ton	1.50	5.60
ırthenware, common, yellow, brown	15	15
ecorated, yellow, brown	20	20
ckingham	30	25
on-vitrified earthenware, plain	35	45
namented	40	50
ina and Porcelain, etc., plain	50	60
namented	55	70
ass Chimneys, Globes, etc	Free	60
ated, Cased Glass, etc	Free	60
ıbleware, painted, frosted, etc	45	55
ıble and Kitchenware, pressed, unpolished	45	50
ramic Colors, ground	15	30
her forms	15	40
SCHEDULE 3—METAL MANUFACTURES		
ıble, Kitchen Utensils, glazed, lb	35	05
SCHEDULE 14—SUNDRIES		
)lls and other Toys, not of china or earthenware, and specially provided for	35	70

Per cent unless otherwise designated.

British China Clay Industry

Great Britain's exports of china clay in August fell 53 r cent. below those for July, and constituted the smallest onthly total so far this year. Contrasted with August last year, this year's exports of china clay were seven nes the 1921 figure.

For the eight months ending with August exports of ina clay from the United Kingdom were nearly three nes those of last year and only slightly smaller (5 per nt.) than in the post-war boom year of 1920. In no st-war year, however, have exports reached pre-war 913) levels.

China clay is much the most important of the raw ys exported from the United Kingdom. The overseas vement of this clay, month by month during the five ars under review, was:

BRITISH EXPORTS OF CHINA CLAY

Month	1913 *Tons*	1919 *Tons*	1920 *Tons*	1921 *Tons*	1922 *Tons*
nuary	61,926	39,180	30,032	7,490	32,198
bruary	42,362	14,409	25,425	28,832	36,708
rch	31,922	24,361	34,779	5,126	26,853
ril	78,962	19,792	35,975	25,586	25,859
y	77,805	19,828	50,079	18,513	53,986
ne	63,891	19,489	35,346	1,549	48,354
y	65,931	16,750	17,921	14,484	54,135
gust	39,176	28,048	89,181	3,668	25,237
al quantity xported	461,975	181,857	318,738	105,248	303,330

Included in these totals are all exports of Cornish or na stone, British official returns not separating these pments from those of china clay.

Commenting on the British china-clay situation during gust—and explaining somewhat the month's unfavorable record—the St. Austell correspondent of the London *Times* Trade Supplement said:

The china-clay industry in August suffered a setback, owing to the influence of the strikes in the United States upon local shipping. The necessity of conserving coal supplies in America, coupled with transport difficulties, placed limitations upon the use of china clay in factories and mills, while on this side the demand for coal cargoes sent up freights to a figure which clay buyers were not prepared to pay unless in urgent need.

The actual falling off in deliveries has, however, not been so serious as was first anticipated. Although American users announced that they would rely on stocks for some time, the execution of American orders is being resumed, buyers now being prepared to pay the extra freights demanded in order to insure continuous supplies and to maintain their stocks at a level that will enable them to meet the influx of orders expected when industrial conditions have again settled down.

The continental markets also suffered a temporary check in August, but with the relaxing of the political tension fairly substantial business has been done. The home market has been fairly brisk for paper-filling and bleaching clays, but the demand from the Potteries for potting clays still lags behind. The total deliveries of china clay to all destinations for the past eight months have been 468,894 tons, against 180,675 tons for the first eigiht months of 1921, still maintaining a good lead in advance of the previous best post-war year, 1920.

Despite the competition of their domestic clays that has been developed in America in recent yars, the fact that this market is still the best for the English china-clay trade is testimony to the tremendous growth in the consumption of the commodity. America first imported English clay in 1875, when the total quantity shipped was a modest 130 tons. By 1880 it had grown to 7,823 tons; by 1885, to 10,626 tons. In 1890, exports amounted to 27,137 tons; in 1895, to 70,585 tons; in 1900, to 104,833 tons; in 1910, 231,234 tons; in 1912, to 252,383 tons; in 1914, to 320,217 tons, the highest on record; in 1920, to 317,979 tons.

For Better Business

Initial steps toward the formation of a national code of standard business practices and ethics for the guidance of retailers, wholesalers and manufacturers was taken at a meeting held Oct. 16, at the offices of the National Retail Dry Goods Association. A committee headed by A. Lincoln Filene of the William Filene's Sons Company, Boston, met to formulate plans for a general conference of representatives of national trade associations, to be held later, and to lay the foundation for the proposed code. The committee was formed last August, following the plea of Jesse I. Straus of R. H. Macy & Co., Inc., president of the National Retail Dry Goods Association, for more harmonious business relations between retailers, manufacturers and wholesalers.

Maddock & Miller Open New and Beautiful Showroom

Well Known Importing Firm of Fine English Wares Move from Downtown Quarters into New and Distinctive Uptown Home, in the Heart of the Wholesale District on Twenty-third Street

WITH the opening of the new showrooms of Maddock & Miller, Inc., in the remodeled Miller-Kupper building at 39-41 West Twenty-third Street, a very impressive addition has been made to the number of business houses in the uptown district, which many in the trade now aptly refer to as "crockery row." The Fifth Ave. Building and Twenty-third street is now the undisputed hub of the china, glassware, lamp and housefurnishing trades, and all who have had an opportunity to visit the new Maddock & Miller establishment, are unanimous in their expressions of approval.

The attractive business home which has been just opened is the result of a great deal of careful planning on the part of the several members of the firm, and now that every detail has been completed both he and his associates are the recipients of many flattering compliments. And the splendid results achieved in providing a harmonious setting for the adequate display of the quality lines which the firm represents, reflects that the work has been so well done that there seems no room for criticism or for improvement. In this new home, which includes one-half of the ground floor extending through to Twenty-fourth Street, the entire second floor and the basement, every modern facility for the display and conduct of a large and high-class importing business is to be found.

The ground floor is conspicuous for the quiet elegance of its rich but dignified appointments. The display window is particularly attractive and is finished in red mahogany and entering the door the visitor is greeted with a long commodious floor extending to the next street. The woodwork and display tables are in red mahogany and at the right of the entrance is situated the well apportioned space for the switchboard operator, stenographers and information clerk, and adjoining is a special room for the sales staff. A generous section of the floor is devoted to the showing of Maddock's English earthenware and a very effective feature in the form of five booths in which are individual displays of different patterns. Nicely designed wall fixtures are also utilized for the display of many other designs, this division showing over fifty patterns from the celebrated John Maddock & Sons' factory. Other displays on this floor include Allerton's dinnerware and Price Bros.'s famous teapots. The private offices of Robert, J. Meredith and Donald Miller, all of whom are officers in the firm, are situated in the center of the floor, behind which is a stairway leading to the main showroom above. A comprehensive display of Maddock's hotelware is shown here in nicely arranged booths, with the general business offices extending to the rear and fronting on the Twenty-fourth Street side. The floor is well illuminated with semi-indirect units and side fixtures, while the display booths are evenly lighted by concealed reflectors.

Upon the second floor, the color scheme is that of ebony and old ivory, the woodwork being in the dull black with contrasting panels in ivory, with the wall above the display cases also finished in ivory tone. The lighting scheme is similar to that of the first floor. Entering from the elevator, the visitor views a remarkable and beautiful display of Royal Worcester ware. Upon the cabinets, on special fixtures surrounding the square pillars and in circular tables, are objects of art, vases figures, bowls, candlesticks and so on. On each side of the floor are a series of six booths, in the first of which is displayed Worcester tea, breakfast chocolate and coffee sets. In the second and third booths adjoining are displays of Worcester open-stock dinnerware. In the third booth is a most impressive and beautiful display of Worcester service plates in more than two score patterns in wonderful and appealing colorings and rich gold paste and encrustations. In other booths are individual displays of Crown Ducal in short sets, and groupings of Carlton ware, Keeling Losol ware, Allerton's English bone china and earthenware, Brett ware, English rock crystal from John W. Walsh and lamps with Worcester bases. The center aisle is fitted with circular tables, damasked covered and displaying lamps and fine wares to good advantage, while the floor is covered with battleship linoleum in a leaf-brown shade.

In the front are the private offices of John J. Miller and Frank S. Warren finished in red mahogany and which extend the full width of the Twenty-third Street side, while in the rear is a convenient stock and packing room, although the main stock and packing department is located in the basement which is entirely devoted to this purpose. But mere description can only serve to outline the beauty and utility of this well located and well equipped business home. To appreciate the appeal of the picture it presents, one must view it, and as it is one of the show places in the trade we are pretty confident that the many will long postpone their visit.

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

AFTER an absence of over four months, A. Weber, office manager for Herman C. Kupper, Inc., returned on the 12th from a vacation trip abroad, ing England, France, Germany, Austria, Italy and zerland.

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rthur A. Bean, traveler for J. J. Hines, returned the of the week from a several months' trip, covering south and southwest territory in the interests of his .

Berermann, president of the St. Louis Glass & ensware Co., jobbers and retailers of St. Louis, Mo., a visitor in the city last week, greeting old friends in up-town district.

Horn, factory superintendent of the Westmoreland ialty Co., Grapeville, Pa., was in the city last week everal days, conferring with the Horace C. Gray Co., actory representative in the city.

G. Keuling, traveler for Frederick Skelton, manurers' agent, returned Monday from a two weeks' in which he covered New York state territory.

S. McGinnis, crockery and glassware and housenishing buyer of The Fair Store, Chicago, and M. k, merchandise manager for the same concern, were e market last week placing orders for what they der a good business season.

Hauptmann, buyer of china and housefurnishings e Broadway Store, Los Angeles, Cal., was a visitor e up-town district during last week.

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ong the well known buyers who called on the trade week were Richard Wright of A. Pfeiffer Co., idence, R. I., and H. C. Hall, buyer of housefurnishfor the W. Hangerer Co., Buffalo, N. Y.

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e Nonik Glassware Corp., with main sales offices in Iohawk Building, Fifth Avenue and 21st Street, who tly introduced new lines of colored decorations and cuttings, are kept pretty busy filling orders for new and exclusive numbers made on the "Nonik" ted shape. The company has just announced that rst of their advertised lines will shortly appear in hotogravure section of papers throughout the eastates as well as in many magazines of national cir- on. In connection with this new program to intro- the Nonik lines to the consumer, demonstrations are being conducted in department stores throughout the east. A very successful demonstration has just been completed in the glassware department of R. H. Macy & Co. and a ten-day demonstration is now being conducted in John Wanamaker's Philadelphia store.

Gimbel Bros. in Strong Position

Gimbel Brothers, Inc., has declared an initial dividend at 1¾ per cent. on the preferred stock, payable Nov 1 to stock of record Oct. 20. Both the common and preferred shares of Gimbel Brothers, Inc., have been listed and were traded in Oct. 13, for the first time on the New York Stock Exchange.

The corporation's consolidated balance sheet, effective Aug. 28, and as submitted to the New York Stock Exchange, was as follows:

Assets: Cash, $2,932,246; inventories, $12,565,039; accounts receivable, $6,043,641; marketable securities, $15,312; real estate, equipment, &c., $8,887,269; prepaid expenses, $497,956; good will, $1—total, $30,941,464.

Liabilities: Accounts payable, $5,472,453; notes payable, $1,000,000; officers, stockholders and related interests, $665,839; stockholders of subsidiary corporations for dividends payable, $425,000; Federal tax reserve, $718,943; reserve for contingencies, $347,655; preferred stock, $17,250,000; common stock, 500,000 shares, no par value, $2,500,000, paid in surplus (to be adjusted by results of operations from Aug. 1 to Aug. 28, 1922), $2,561,574—total $30,941,464.

Macy Store to Use Oil for Fuel

Oil burning equipment has been installed by R. H. Macy & Co. to replace coal furnaces and boilers. The apparatus will provide all heat, light and power for the big Macy store buildings. The new oil burning engines will burn 6,000 gallons a day and 8,000 when the company's additional building is completed. Savings will result from less labor and greater cleanliness of oil rather than in the cost of fuel, it was said.

Mimnaugh & Co. Enlarges Store

Extensive alterations have been completed in the store of J. L. Mimnaugh & Co., Columbia, S. C., the improvements increasing the effectiveness of the layout of many departments as well as adding more floor space. The improvements involved about $50,000. The entire first floor has been equipped with new fixtures and an adjoining store has been acquired and remodeled. An entirely new basement has been constructed, and the china and housefurnishings, for which J. L. Mimnaugh, Jr., is the

buyer, are particularly nicely located. With new display windows installed the display of the store is almost doubled and several new lines have been added.

Radin & Kamp to Build 2 Million Dollar Store

Henry Radin, president of Radin & Kamp, Fresno, Cal., has announced plans for the erection of a new department store. The contemplated building will be the largest department store between San Francisco and Los Angeles and the total expenditure is estimated to be about $2,000,000. The site, in the heart of the shopping center of the city, has been acquired through the purchase of the Edgerly building for $500,000 and as soon as leases expire the work of wrecking the building will begin. A. H. Gossling is the merchandise manager and J. Werner the buyer of the crockery, glassware and housefurnishing departments of this live western store.

Members of Iszard Co. to Build New Store

The six members of the firm of S. F. Iszard Co., Elmira, N. Y., including Harry G. Chamberlain, Harry Y. Iszard, S. F. Iszard, F. K. Iszard, Geo. B. Brooks and E. H. Landon, have announced the purchase of the property on the corner of Main and Market streets, where it is contemplated erecting a modern five-story department store, construction to be started in the near future. Geo. B. Brooks is the buyer of china and housefurnishings of the present store.

Pasmantier & Sons to Locate Up Town

David and Mac Pasmantier, sons of John L. Pasmantier, well known to the trade through his former connections with the Ohio China Co., mention of which appeared in last week's issue of the CROCKERY AND GLASS JOURNAL, have also severed their interests with this firm to be with their father in their new up-town quarters. Both of the boys are quite as popular in the trade as their father and have won a large friendship. and following.

David, after leaving Columbia four years ago, came into the business with his father and immediately after Mac, upon the completion of his studies, also entered the business in a partly selling and partly inside capacity.

In the establishing of John L. Pasmantier's larger business up-town he has augmented his facilities by taking his sons into the firm which is now known as John L. Pasmantier & Sons.

The firm has secured a building in the Fifth Avenue china district which is being altered into a modern wholesale china establishment with warehouse, decorating shop, office and a beautiful sample room under one roof. With a more extensive line of quality dinnerware and pottery specialties plus the combined personnel of Mr. Pasmantier and his sons, the venture should be eminently successful.

Buyers in New York

OCTOBER 12, 1922.

J. L. Haines, housefurnishings, J. B. White & Co., August Ga., 23 East 26th Street (W. T. Knott).

J. Kohnfelder, china, housefurnishings and toys, Kaufmann Baer Co., Pittsburgh, Pa., 404 4th Ave. (M. L. Heyman).

Mrs. Nugent, toys, Kaufmann's Dept. Store, Pittsburgh, P 1261 Broadway (M. A. McNulta).

OCTOBER 13, 1922.

H. L. Falk, housefurnishings, The Mode, Ltd., Boise, Idah care Kirby, Block & Fisher, 352 4th Ave.

J. C. Putt, mdse. manager, J. L. Hudson Co., Detroit, Mic 225 5th Ave.

OSTOBER 14, 1922.

J. L. Lynch, housefurnishings, china and glassware, J. Bacon Sons, Louisville, Ky., care W. T. Knott, 23 East 26th St.

O. J. Dietsche, toys, O. J. Dietsche, Buffalo, N. Y., Breslin.

E. A. Hauptmann, housefurnishings, Broadway Dept. Sto Los Angeles, Calif., 77 Madison Ave.

OCTOBER 16, 1922.

S. E. Murray, toys, James Edgar Co., Brockton, Mass., Prin George.

E. D. Wemyss and A. F. Karges, housefurnishings, Wem Furniture Co., Evansville, Ind., Pennsylvania.

J. E. Groth, gifts and toys, Rurode D. G. Co., Fort Way, Ind., 1164 Broadway.

M. Hauptmann, housefurnishings, Broadway Dept. Store, ls Angeles, Cal., 77 Madison Ave.

Pierre Weill, housefurnishings and toys, B. Nugent & Br D. G. Co., St. Louis, Mo., care Affiliated Retail Stores, 12 Broadway.

W. F. Halliwell, housefurnishings, C. T. Sherer Co., Worcest Mass., care C. S. Logan, 134 West 32nd Street.

OCTOBER 17, 1922.

A. St. Louis, housefurnishings and toys, James Edgar Brockton, Mass., Prince George.

J. E. McCormick, china and H. C. Hall, housefurnishings, Va Hengerer & Co., Buffalo, N. Y., 16 West 39th Street.

H. M. Smith, toys, housefurnishings, Brown, Thomson Hartford, Conn., 240 Madison Avenue.

C. Rossner, toys, Emery, Bird, Thayer Co., Kansas City, 25 Madison Avenue.

R. R. Yarwood, housefurnishings and china, Hager Bros., Lancaster, Pa., 404 4th Avenue.

A. Moses, glassware, china, Herzfeld, Phillipson Co., Milwaukee, Wis., care Fellows Buying Co., 1164 Broadway.

OCTOBER 18, 1922.

Samuel Tisenbaum, toys, S. Tisenbaum, Baltimore, Md., Pa sylvania.

M. Kahn, mdse. manager, Chicago Mail Order Co., Chic Ill., 368 6th Ave.

J. E. Groth, holiday gifts, Rurode D. G. Co., Fort Wayne, I care of Fellows Buying Co., 1164 Broadway.

J. W. Clar, housefurnishings, Kaufman-Straus Co., Louisle Ky., care F. Atkins, 220 5th Ave.

S. Harris, mdse. manager, Mandel's Inc., New Haven, Co care Baer & Lilienthal, 1150 Broadway.

H. Harris, chinaware, Kaufmann's Dept. Store, Pittsburgh, a 1261 Broadway.

P. Weill, housefurnishings, lamps, toys, B. Nugent & Bro St. Louis, Mo., care Affiliated Retail Stores, 1372 Broadway.

Business Briefs

Max Sherman, Middletown, Conn., has recently opened a new crockery and glassware store.

The Excello Lamp & Shade Mfg. Co., Brooklyn, has been incorporated with a capital of $10,000 by W J. Brigadier, B. Holzberg and J. A. Sanche. The attorney is H. S. Hartstein, 51 Chambers street, New York.

The Belmont Co., Boston, has been incorporated to deal in glass and novelties. Capital, $10,000 and incorporators, Benj. S. Crockett of Quincy, Sam S. Slosberg, Arlington, and Alfred A. Silton, Dorchester, Mass.

BEL-GLO COMPANY

GLASS

LEAD (BLOWN) GLASS

PLAIN OR OPTIC

PRICES LOWER THAN OTHERS

TABLE TUMBLERS—ALL SIZES

STRAIGHT TUMBLERS—ALL SIZES

TAPER TUMBLERS—ALL SIZES

BELL TUMBLERS—ALL SIZES

FLARED TOP TUMBLERS—ALL SIZES

FANCY SHAPE TUMBLERS—ALL SIZES

QUALITY BETTER THAN USUAL

GOBLETS—ALL SIZES

SAUCER CHAMPAGNES (Tall Sherbets)—ALL SIZES

SHERBETS (Low)—ALL SIZES

CLARETS—ALL SIZES

WINES—ALL SIZES

COCKTAILS—ALL SIZES

CORDIALS—ALL SIZES

} STAPLE AND FANCY SHAPES

SPECIALS

LIGHT-WARE

ATTRACTIVE FLORAL CUTTINGS

GOBLETS WATER SETS

SAUCER CHAMPAGNE TEA SETS

SHERBETS GRAPE JUICE SETS

HEAVY-WARE

DEEP MITRE AND FLORAL CUTTINGS

8″ BERRY BOWLS

ROSE BOWLS (Footed)

ORANGE BOWLS

APPLE BOWLS (Footed)

WATER SETS ICE CREAM TRAYS

LET US SEND YOU SAMPLES OF THESE "SPECIALS"; YOU WILL THEN SEE THAT WE MERIT YOUR ORDERS

Elreco

SALT SHAKER

SALT FLOWS FREELY
because
GRINDERS IN THE TOP KEEP THE HOLES OPEN
and
GRINDS THE SALT WHEN CAKED

Will Not Corrode

The Top is Polished Aluminum

PRICE—PER GROSS, $21.00

F.O.B. Factory Usual Package Charge

NOTE: ILLUSTRATION IS 1/3 ACTUAL SIZE



H. A. MARSHALL

INCORPORATED

200 FIFTH AVE.

NEW YORK

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By

M. K. Zimerman, Representative

THE third week of the strike in the generalware pottery industry reflects no signs of a resumption of activity in these plants.

Strike benefits were paid last Saturday to striking potters for a two-week period at the rate of $10 per week. It is related, however, that quite a number of potters who were lax in paying local union dues before the strike was inaugurated, have had their names taken from the roster, and are therefore not entitled to receive strike benefits under the rules of the National Brotherhood of Operative Potters.

Members of the United States Potters' Association represent a productive capacity of approximately 650 kilns, more or less. It is said to be a matter of record, that under the old wage scale, the manufacturers paid out in wages an average of $1,000 per kiln every two weeks, or $650,000 every fortnight.

Against this picture is now placed one where 5,000 odd pottery workers in the general ware industry are receiving $10 per week strike benefits, or $50,000 per week, or $100,000 every two weeks.

And again, there are perhaps 2,500 workers in the sanitary branch of the pottery industry, all affiliated with the National Brotherhood of Operative Potters, who are entitled to strike benefits of $10 per week. On this basis, approximately 7,500 pottery workers are entitled to a strike pay of $10 per week, or at the rate of $75,000 per week, or $300,000 every four weeks.

The defense fund of the Brotherhood, as of its last report, was placed at $750,000 more or less. There are other funds in the possession of the Brotherhood, which if added to the defense fund might augment the defense fund to perhaps $1,000,000 more or less. On this basis deductions can easily be made.

As a matter of fact, the Brotherhood, instead of having an income, under existing conditions has quite a heavy expense. It is also known that the organization during the past years has invested its surplus resources in some most excellent securities, and it is no secret that commercial paper houses have made overtures to buy any part of these holdings the organization might think it expedient to sell.

As these words are being written, there is absolutely "nothing stirring" to indicate that work in any plant affiliated with the United States Potters' Association will resume. John T. Wood, president of the National Brotherhood of Operative Potters, in an interview with the Crockery and Glass Journal this week declared that no overtures had so far been made to the officers of the Brotherhood by any local union to submit another referendum vote to the trade to vote on the question of returning to work at the old scale of wages, together with suggested changes in working conditions as had been agreed to during the recent wage conference at Cleveland, O.

It is recalled that should eight local unions ask that another referendum vote be taken, that such would be sent out by the officers of the Brotherhood. Member plants of the United States Potters' Association are very firm in their announced intent not to waver from their original offer to the Brotherhood, that is to say, offer to operate plants on the old wage scale basis.

Officials of the Brotherhood admit they would like to see all the potteries in operation. Manufacturers are of the same opinion. But that common ground has not yet been reached. As has been written before, there is no change in the situation in the generalware industry at this time.

Gorge B. Fowler, sales manager for the Carrollton Pottery Co., accompanied by his family, spent the last week end in East Liverpool, guests at the home of Mr. and Mrs. Herbert K. Connor.

Lifting of the embargo on shipments, other than coal and perishables by the Pennsylvania railroad, had little effect upon this district. Flint and spar mills who supply ceramic plants other than generalware potteries have been permitted to load, but there is no ware being shipped. A few parcel post packages are being sent out, and now and again a package is sent by freight, but the volume is so small it amounts to almost nothing

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Reports are current in the East Liverpool district that the Chelsea China Co., at New Cumberland, W. Va., will resume operations on or about Nov. 1. This plant has been idle for quite a period. It is also said that the sagger department of this plant is to resume operations immediately. A general line of vitreous china hotel ware, both plain and decorated, is featured by this company.

The Strike Situation

The only new feature in the general ware pottery strike this week seems to be the rush of the idle workrs to receive their strike benefits for the first two weeks' period. Only a comparatively small number of those on strike will not receive benefits. The strike order for the sanitary branch of the industry is expected to go forward from the Brotherhood headquarters in East Liverpool, Thursday. This strike will become effective November 1, and will affect probably 3,000 people, of which 2,500 are members of the Brotherhood and entitled to strike benefits. With five thousand workers in the general ware

ıdustry drawing benefits, there will be approximately :venty-five hundred workers receiving benefit checks ffective November 1, or at the rate of seventy-five thouınd dollars weekly. No step has been taken by either .e labor committee of the United States Potters Assoation or the executive committee of the Brotherhood discuss the future. General ware pottery offices are iet. Practically no ware is being packed and but a w inquiries for ware are being received.

Survey of Kaolin Deposits

In the course of a survey of the kaolin deposits east the Mississippi River, conducted by the United States ureau of Mines in an endeavor to locate American clays at could be substituted for imported clays, it has been und that New Jersey white clays are finest in grain, en clays from various states in the following order: eorgia, Florida, Pennsylvania, South Carolina, Maryıd, Virginia, North Carolina, and Mississippi. The difrent clays from Georgia, Florida, Pennsylvania, South arolina and Maryland vary from extremely coarse to tremely fine clays. All the clays tested from Virginia, elaware, North Carolina, and Mississippi were coarse ained. In investigations to determine the possibilities improving the color of American clays after firing, it is found that 73 of the 80 clays tested burned to a fair hite color, after refining the same by elutriation. A mioscopic examination of the clays showed that the North Carolina, Delaware and Maryland kaolins were similar to the English kaolin in that they are composed of coarse crystalline kaolinite particles; clays from New Jersey, South Carolina, Georgia, Mississippi, Virginia, and Florida are composed largely of aggregates of fine grained kaolinite.

Decorative Baskets in Demand

Interest in Japanese decorative baskets, which had a considerable run a year ago, is again reviving and good orders for the holiday trade are being taken. The baskets are being widely used for sewing purposes, but some importers have placed additional artistic touches which make them adaptable for a wide variety of uses. One display of the baskets showed them to be lined with silk in the more expensive ones and sateen in the cheaper. The contrasting effect of the fabric with the brown of the baskets is very pleasing. One large manufacturer of toilet articles has utilized the baskets as a container for a complete assortment of women's toilet requisites. This combination is said to have been very effective.

McCrory Stores Sales

The McCrory Stores Corporation reports sales for the month of September amounting to $1,385,886, an increase of 29.64 per cent. over September, 1921. For the first nine months of the year sales stood at $11,135,035, an increase of 19.34 per cent. over the $9,329,075 sales for the same period a year ago.



PAPERwhite Narcissus growing in water. We have other kinds for this same purpose.

Double Your Sales
Bulbs and Bulb Bowls

Paperwhite Narcissus Now ready for delivery

We are actual growers and the largest importers

Send for copy Merchants Catalog listing a complete line of popular Dutch, French, Japanese, Chinese bulbs and roots Also fine line bulbs and vases.

Order now and enjoy full selling season.

You can make money on our line.

F. RYNVELD & SONS, Dept. G, 61 Vesey St., NEW YORK

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. ZIMERMAN, REPRESENTATIVE

FROM all sections of the Pittsburgh district during the last week, come reports of continued activity in the production end of all glass factories. The demand for holiday merchandise is now at its height, and heavy shipments will continue until December. Blown and stemware is in very active request, while the novelty lines continue to be in increased demand.

Because of increased business which is being received by the Imperial Glass Co., of Bellaire, O., the company has arranged to place an additional furnace in operation. This is to be done at once, and it will result in the number of employes being increased. The entire general line of the Imperial has been moving actively, and increased production is a matter of necessity.

The line of Junior floor lamps, which is being made a leading feature with the Pittsburgh Lamp, Brass & Glass Co., is in very good request for the holiday trade. This line is to be had in an assortment of standards, and also shades, all of which is making it a big item for the department store trade. The entire line of Junior lamps is being displayed in the local sample room of this company in the Chamber of Commerce Building, in charge of Robert G. West.

It is beginning to look as if fewer lines of pottery will be featured at the annual Pottery and Glass Exposition here next January. Reports received here this week indicate that unless there is an adjustment of the strike in the general ware industry, the manufacturers will hesitate to confirm reservations at the Ft. Pitt, which were booked tentatively when the "show" closed last January. The same situation will also prevail concerning the Chicago exposition in February next, should this situation come to pass, the displays will be almost glassware exclusively.

John J. Prouts & Co. have opened a new jewelry store in Canton, O., and are making a special feature of cut glassware, blown and stemware and open stock dinnerware.

Practically all glass manufacturers who are concerned in marketing general lines are now actively engaged in developing new ideas to be presented the trade in January. Some of these items, however, may be ready for the trade in December, but deliveries will not be made until next year. The table glass factories will show a number of new lines, while those manufacturers who feature novelty lines will, it is believed, have a greater variety to display than heretofore. The demand for the novelty lines during the last season has been more active than some of the distributors thought.

Local glass jobbers who feature hotel ware also are not drawing from their stocks and with replacements being very few. "Unless we get some merchandise in soon, we'll be cleaned out of all staple items in hotel ware," one jobbing house reports.

When the embargo on the Pennsylvania railroad was lifted here last Thursday a considerable amount of glassware went forward. There was a delay in forwarding carlots and less than car lot shipments of glassware during the 10 days of the embargo, and a lot of ware accumulated in the meantime. All of this stock, or at least the major portion of it was holiday goods.

All the blown and stemware which will form a part of the service on the United States Steamship *Leviathan* will be furnished by the Tiffin, O., plant of the United States Glass Co. Salesmen for this company are now on their late fall trips, and are carrying full lines.

The United States Court of Appeals, meeting at Philadelphia, has just handed down a decision reversing the judgment of the Western District Court which met here in the case of the Macbeth-Evans Glass Co., against the L. E. Smith Glass Co., of Mt. Pleasant, Pa. The Court of Appeals has also issued directions to reinstate the bill and enter a decree in accordance with the opinion.

This was an appeal from a decree of the lower court holding "invalid for want of invention" letters patent for an automobile headlight lens.

The object of the patented device is to bend the light rays emanating from a parabolic lamp casing and to diffuse them laterally so as to reduce the glare in the eyes of persons approaching, and the better to illuminate the road and its sides.

The question at issue was whether three elements previously devised, but now combined for the first time by the disputed Evans patent, conjointly produced a new and useful result. It seemed to the court that they did produce such result, and that the production of this result amounted not only to mechanical skill but also invention.

Portables galore will be made a leading feature of the electrical exposition which will be held in Motor Square this city the week of Nov. 4-11. It is proposed to make this event the greatest display of lighting effects for the home ever assembled at one time in the Pittsburgh district. Portable manufacturers from all parts of the country are arranging to maintain displays during the week of the exposition.

Merchandising News from the Retail Stores

ales Notes Which Show What Well Known Shops Are Doing to Promote Trade—Novelties and Short Sets Are Seasonable Features—Gift Shop Goods in Glass and Silver Well Displayed —Many Sales of Furnishings and Housewares and Lamps Now On

A VERY seasonable window is being featured by The Dennison Mfg. Co., 26th St. & Fifth Avenue, showing a life-sized witch made entirely of paper, ressed in the traditional black costume, with tall mother ıose hat, long black cape, red lined, paper wand, and ıce of flesh colored paper; strings of grey curled paper rve for the hair. Altogether this figure is very realistic ıd attracting considerable attention. The background f the window shows a chimney made of red paper repre-nting bricks, while in the foreground is a tripod, sur-ounded with black paper cats, bats, owls, and large sun owers, used for decorations, add to the scene. Another indow displays a huge pumpkin lantern, with Hol-we'en souvenirs, tabby cats, small pumpkins, lanterns, c., distributed among the numerous other favors suita-e for the festive occasion.

In the seventh gallery of John Wanamaker's housefur-shing department, J. W. Thorpe, buyer, there is an ex-emely interesting display of brass and iron goods for pen fireplace equipment that is persuading shoppers at is season. Solid brass andirons, in the most fascinating esigns, suitable for the popular log fire, English fire dogs, rass sets consisting of poker, shovel, and tongs, in attrac-ve designed stand, from $16.00 up. Brass wire fenders ıd screens and a variety of smaller brass and iron arti-es, make this section of the housefurnishing department, pecially enticing during the fall season. A special sale housefurnishings on this floor has brought a large tendance of shoppers who are anxious to take advan-ge of popular prices; aluminum ware, enameled ware, rass and nickle goods, brushes and other kitchen utilities e well displayed, as is also a full line of electric goods, pper percolator sets; tray, percolator, sugar and reamer, at $45.00, in attractive shapes, at $8.75 and 3.50, and a large assortment of other less expensive ectric devices have a conspicuous showing.

A marvelous October sale of china, glassware and mps at Koch & Co., 125th St., E. A. Ardrey, buyer, is owing dinner sets, stemware and lamps at unusual ices. The ever popular blue bird decoration, Ameri-n porcelain, is seen on luncheon sets with floral borders $2.24, 31 pieces; dinner sets, 100 pieces, fancy border coration, American porcelain, at $14.75, also other sets ith floral and conventional design borders, 50 pieces at .49, and 100 pieces at $32.50. A large assortment of rench and English sets gold banded and border decora-tion, French sets vegetable dishes, handles in coin gold, 100 pieces at $59.00 and English sets gold line at $29.50. The glassware comprises refreshment sets, light cut glass in floral pattern at $2.45 and lemonade sets, jug and six tumblers, at $3.45; imported cereal sets, fifteen pieces at $3.95, add to this extraordinary sale. In the lamp division there is a large variety of floor, table and bridge lamps with shades in all the bright and somber colors, combining fringe and attractive trimmings in their makeup; electric floor lamps at $14.45, junior floor lamps at $26.75; bridge lamps, polychrome finish, adjustable arm and silk shade, at $9.75, comprise some of the popular prices.

The housefurnishing department, fourth floor, James A. Hearn, 14th street, J. P. Instine, buyer, houses many lines of kitchen wares at attractive prices; wooden ware, enameled and tinware, bathroom fixtures, aluminum ware, mops, dusters, baskets, in a large variety of sizes, hampers, sewing and laundry baskets, all at good values. Aluminum roasters specially priced at $1.00, preserving kettles from $1.29 up, white enameled sauce pots at $1.71, are some of the attractions offered. An extraordinary assemblage of electric percolators, grills, toasters and other special electric articles have a large division in this department, which is one of the firm's most enticingly priced sections.

In the basement of the housefurnishing department of R. H. Macy & Co., W. G. Browning, buyer, a full line of English, Japanese and American pottery teapots are on sale. Japanese teapots, straw handles, at 19 and 23 cents, English brown ware at 98 cents, floral decorated and blue and cream colored. This is one of the most comprehensive collections of pottery teapots at special values shown for the season, featuring every size in attractive shapes.

On the street floor of Abraham & Straus, there is a most attractive sale of imported plated silverware for distinctive gifts, comprising sugar baskets, glass lined, at 63 cents; fruit bowls at 74 cents; nut dish, glass lined, for candy as well, at $1.17; candle sticks at 29 cents, boudoir size; fruit bowls, open weave pattern, at $2.47; bud vases at $1.28, urn design and glass lined, and a number of other unique objects for tokens of individual charm. The street floor, china department, buyer H. J. Moscovitz, there is an unusual assemblage of imported dinner sets. French sets, 100 pieces, at $49.95. These sets are beautifully

(*Continued on page* 34)



A popular moderately priced pattern for *immediate delivery* in *Dinnersets* and *Open Stock* from the well-known factory of

H&C. SELB BAVARIA

HEINRICH & CO.
Selb, Bavaria

H&C. SELB BAVARIA

Also a number of other patterns.

William G. Mueller, Inc.

SOLE AGENTS

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(Entire Fifth Floor)

THE ROSEVILLE POTTERY CO., Inc.

ANNOUNCE
The Removal of Their
New York Office and Salesroom
to

292 FIFTH AVENUE
Between 30th and 31st Streets

New Telephone:
LONGACRE 10183

SPECIAL NOTICE
Co-incident with their Removal they also announce the Discontinuance of their Retail Department

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SOY KEE & CO.

Chinese Importers of

Gold Medallion Dinnerware

Also

Blue and White Canton China, Nankin and Chop Suey China, Tea Sets, Porcelains, Etc.

We import direct and have a complete stock at pre-war prices of the famous gold medallion and Blue and White Canton.
Write for Price List



Gold Medallion Dinnerware

7-9 Mott St. ***Chinatown*** **New York**

Novelties of Beauty from Many Shops in Fascination Lane

A Page of Selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

By Beatrice Miller Wisner

Encrusted Glassware in Fine Cutting

A novelty in decorated glassware has been accomplished in the extremely delightful hand hammered silver and gold encrusted patterns overlaid on various colored borders, by the W. F. Hayes Company, 32 South 3rd Avenue, Mount Vernon, N. Y. This fine cut glassware shows colored bands with the silver and gold encrusted patterns in artistic designs. The colors are beautiful blue, yellow, pink and lavendar. This glassware is exquisite, in fine cutting and novel designs in a variety of shapes. The striped pattern for the body of boudoir sets, colored order with overlaid silver and gold encrusted effect,



very attractive and unique. The stemware; goblets, wine glasses in various shapes has an appealing influence in fine cutting and bordering of gold and silver. For appropriate gifts where distinctive patterns, delicate coloring and novelty in decoration is desired, this unusual glassware appeals to the fastidious Gift Shop, and is most desirable for wedding and anniversary tokens. Fine cutting and elegance in workmanship in applied art is the glass-word for the Hayes glassware. A visit to the salesrooms where a comprehensive collection of the firm's glassware is displayed will prove satisfactory and interesting.

Bulbs a Gift Shop Specialty

There is nothing more enticing or lovely than the sweet flowering blooms produced from bulbs. No one can resist the alluring beauty of these flowers grown from bulbs supplied by F. Rynveld & Sons, 61 Vesey Street. The most extraordinary collection is offered in every variety, including either imported or domestic from the firm's own nurseries, which are suitable for the season's planting. A varied assortment ready for early fall planting, comprises hyacinths, tulips, daffodils, crocus and for later planting, Chinese sacred lilies, peonies, Japanese hardy lilies, etc. Gift Shops are making bulbs a special feature, to readily sell the decorative bowl or glass flower container. For interior decoration and for special anniversaries where the dining table is a potent consideration, there is no adornment so effective or decoration so noticeable as these seasonable bulbs. The dainty fragrance which emits from these delicate blossoms brings the summer season back with refreshing perfume, and has popularized the bulb with the most exclusive users. Flowers have a natural charm all their own and when used to intensify a decorative scheme, they serve a most alluring purpose. The above concern is always ready to supply a variety of these bulbs for the season's demand. A comprehensive catalog will be sent on request and colored lithograph display cards, showing the flowers produced from the various bulbs in true coloring, will be sent with every order. A line of attractive bowls and vases is also offered at popular prices.

Extraordinary Majolica Ware

In a spacious room of the Park Avenue Hotel, 32nd street and Fourth avenue, M. Berardini is displaying a most attractive assemblage of imported majolica ware. The assortment comprises baskets, jardineres, both large and small, vases, boudoir and large reading lamps with figures surmounting the body of the lamp and beautiful shades in artistic designs, in coloring and tone to harmonize with the lamp, adds a delightful note to the lighting effect. A noticeable feature of most of the objects is the basket weave design, decorated most profusely with flowers, entwined about the handles or around the edge of the baskets and jardinieres. This is a decoration entirely different, as the flowers are highly embossed and delicately tinted, making a most unusual ceramic applique trimming. For gifts of a dainty and distinctive elegance, nothing could be more desired than a selection from this collection. A visit to Mr. M. Berardini's room can only give the real and worthy value of these extraordinary importations, which are interesting buyers seeking imported majolica ware of the highest artistic merit in beauty of design and decoration.

HAND PAINTED
MADE IN JAPAN

For The Fall Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York



Oriental Incense and Incense Burners of All Descriptions



SEND FOR CATALOGUE

NARA TRADING COMPANY
32 UNION SQUARE NEW YORK

A Real Sales Getter

A Revelation to the Housewife



"WHITTIER"
New England Cookery Guide and Oven Indicator.

A combination of a fine collection of old fashioned New England recipes in index form under their proper headings and a Portable Type Oven Thermometer.

Time and temperature directions given with every recipe.

Be prepared to meet the demand
WRITE FOR PRICES

Cooper Oven Thermometer Company
No. 2 Main St., Pequabuck, Conn.

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

NEW ENGLAND buyers on the whole seem to be optimistic in the face of the threatened shortage of holiday pottery. Stock pattern on the whole e in pretty good shape and there is no dearth of glass- ire to supply the Christmas trade. There does not em to be a great quantity of German goods offered but e retailer seems to think he will have plenty of goods to pply the holiday wants. Here and there one may hear the old conflict between the buyer and the merchandise in but the doors will probably stay open for a little nile longer even if the strike does continue. It's the ddleman and the manufacturer who is doing the wor- ng these days. He says sure we've got business ough but what's the use if you can't ship it. But— adds with a smile that they will clean out all their old iff and we'll get our innings later.

Arthur F. Ellis, for twenty years a buyer for Amy Felow and Washburn at Salem has tendered his resig- tion and announces that he has bought the E. J. Rol- Kitchen Furnishings Store in Salem and will go into siness for himself. The best wishes of his many friends ges with him. The Rollins store has a fine reputation, e ablished by nearly forty years of square dealing, and Mr. Ellis's success is assured.

Arthur St. Louis, buyer for the James Edgar Company o Brockton was in town during the week, as was D E. Eyant of the W. W. Mertz Company of Torrington, C

Charles Conant of Porteous Mitchell and Braun of Fortland made a brief stop in this city, while returning t his home from New York with Mrs. Conant, and Walt Hallowell of C. T. Sherer of Worcester was here to introduce Mr. Michaelson, his new assistant, to some of t scouts here.

Some of the other buyers in town are John Lowry of Lwry Brothers, Fairfield, Maine; John Hall of the Separd Company, Providence, and Mr. Maker, who has jt taken over the dinnerware and pottery and part of t glassware for the Bon Marche at Lowell.

George E. Homer, jeweler, of 15 Bromfield street, has a led a line of giftshop articles and novelties and favors a l can now be found in the new Homer building at 45 Vnter street, where his store occupies the entire first flor.

Jordan Marsh Co. employes will hold a carnival, "A Cunty Fair," at Mechanics' building on the evening of Ctober 26, in aid of the Mutual Benefit organization maintained by that company. Supper will be served and dancing is to follow the festivities

---

A. Stowell & Co., jewelers, at 24 Winter street, celebrated their 100th anniversary last week commemorating the founding of the business by John J. and Abel Stowell on Main street, Charlestown. When the first quarters of the firm became too small a branch store was opened on Winter street not far from their present building. This store was opened just 41 years after the business was established and now after 60 more years the firm is not only one of the best known in New England but is throughout the entire country. Charles S. Cook, president of the company, is one of the 25 employes who have been with the company for more than 25 years. He became associated with the Stowell company when but 14 years of age and has passed through all the various grades until he is now at the head of one of the largest organizations of its kind.

Murt Lovell of the U. S. Glass is receiving congratulations this week on the advent of a little glass salesman in his family. Mother and son are doing finely.

NARCISSUS

Paper White

LARGE FLOWERING TYPE

For Growing in Pebbles and Water

Extra-large bulbs of this popular variety, which can be sold until February. Especially attractive when put up with pebbles in bowls ready for growing.

We offer sound, evenly-graded bulbs in original cases at the following prices for immediate shipment:

15 cm., Jumbo, $47.50 per case of 900 bulbs
14 cm., Mammoth, $45.00 per case of 1000 bulbs

We do not offer the smaller sizes

Stumpp & Walter Co

30-32 Barclay St. New York

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

The Pyramid Silver Line

Representing many strong features, the line of silver plated ware, commonly known as "Sheffield Plate," on view at the salesroom of the Pyramid Silver Co., Fifth Avenue Building, is creating a good deal of favorable comment among buyers of this ware. The line is a particularly strong one, including artistic shapes and the popular finishes. In candlesticks a very appealing number is the new "Dutch Silver" finish, embossed with quaint figures on a particular graceful hexagonal shape, which may be obtained in several sizes. Candlesticks in polished finish, tastefully engraved, are also shown in sterling silver, and several designs in vases in tapered bell shapes are particularly effective. A good showing of handled cake baskets in all popular sizes includes pierced border designs, plain polished and ornamented with Grecian key border. Another good moving item is a particularly attractive hexagonal bread tray, with hexagonal handle and ornamented with the Grecian key embossed border. Also employing the pierced border decorative treatment are footed fruit bowls in several sizes and shapes, with and without handles. A distinctive punch set with high footed bowl, a footed cup and handled tray, in French gray finish with embossed scenic border in Grecian frieze effect, is well worthy of mention. Other items include cheese and cracker sets, combining a glass bowl, ornamented with light floral cuttings and fitted with silver covers.

Glassware in Ebony and Gold

Forming a delightful contrast in colorings, the newest items in fancy glasses are displayed at the salesroom of the Cambridge Glass Co., 184 Fifth Avenue, in charge of Alex W. Menzies and include a full line of fancies in ebony glass richly decorated with gold encrustations. One decoration consists of a ¼-inch border in a finely executed laurel wreath treatment and gold edge band and foot. In another decoration a 1-inch border encrustation effectively employs a conventional rose design in combination with the gold edge band. The shapes are artistic and graceful and the items embrace all the popular articles in fancies, such as candlesticks, fruit and flower bowls, high foot comports, vases and cheese and cracker sets.

Italian Pottery and Art Wares

Emphasizing at once a note of novelty combined with artistic charm in both design and color, two new imported lines which have just been opened up at the salesroom of Koscherak Bros., 129-131 Fifth Avenue, are proving fast movers. Attracting the eye by their quaint shapes and decorations, in simple designs and strong colors, the Italian earthenware at little prices, sounds a big appeal. There is, for instance, a tea set gaily decorated with a lemon yellow spout with brown handle and body decorated in all-over spray effect with old fashioned blue and green flowers and green foliage. In the same primitive vein are unusual earthenware footed fruit bowls, with pierced borders, with center decoration in full tones in the form of a basket of flowers, fruit, etc., with green stripped handles. Likewise new are the Florentine line of woodenware, consisting of fancy boxes, candlesticks and wall plaques. The candlesticks, hand carved, and with bases decorated in dull blue, red and green are obtainable in many shapes and in several sizes. The boxes are hand carved and include powder boxes, stamp boxes, puff boxes and jewel boxes, with hinged covers. Both the candlesticks and the boxes are finished in antique bronze and the tops of the latter are decorated with reproductions of old paintings, in subdued and mellow colorings. Quite unusual is an ink set, consisting of a tray base, two cased inkwells and a stamp box with curved top which is decorated with a reproduction of an old painting. A range of many designs in wall plaques, in various antique finishes, from ing madonna heads and religious groups, evidently reproduced from the works of Raphael, Reubens and other old masters, completes a line that buyers of art and gift shop goods are finding unusually attractive.

Brilliant Prism Decorations Revived

The delightful European form of decorating candelabra, candlesticks and lamps with prisms for dining tables on festive occasions, or for other ornamentation is fast being revived and many designs are shown at the salesroom of Francis H. Ruhe, 37 Murray street. The very display comprises many varieties in white and color, in shapes to suit the particular design of the candelabra or lamp; long, triangular, oblong fluted edged and many other attractive designs. These are the most brilliant decoration for either plain or elaborately constructed lamp or candelabra, bringing back the old time prism decoration, a reminder of early lavish entertainments in dazzling illumination in exquisite rainbow coloring for dining service at state dinners and royal receptions.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

RETAIL trade in glass, pottery and housefurnishings in Chicago continued to show improvement during the past week. The cooler weather has brought the shoppers into the loop district and the balance on the sales side of the sheet is improving. While it is a general thing for the retail business to improve as the Fall progresses, there are some who are predicting that this year's Fall and holiday trade will equal or surpass the good years of 1919 and 1920. There is the usual delegation of "Early Christmas Shoppers" now on the street, but so far none of the retail stores have started to advertise for Christmas Gift business. Last year, however, November first was the date the big department stores began to carry the "Shop Early" slogan.

At the present writing there has been no change in the pottery strike situation. Last week the wholesalers of china and dinnerware were booking orders, subject to approval after the strike. Others were speculating on the length of the strike and booking orders for three and six months' shipment. The demand for dinnerware is reported more active since the potters went on strike, and wholesalers stocks are being sought by many buyers. Sales of glassware in a wholesale way are also improving as the holiday season draws near. While the retail trade in household utilities is brisk at the present time, wholesalers claim that the buyers are neglecting this market for the time being, turning their attention to merchandise of the gift nature and placing their re-orders for holiday sticks.

Samples from the Continental Silver Co.'s line of silver plated and copper ware are now on display in E. M. Meder's show rooms, 17 N. Wabash avenue. Mr. Meder has the representation of this line in Chicago.

The splendid progress being made in connection with the Second Annual Exhibit of glass, pottery, lamps and housefurnishings for Chicago to be held next February at the Congress Hotel, was reported at the last regular meeting of the Chicago association, held at Mandel Brothers Tea Room, Thursday of last week. The report shows 15 applications for exhibit space, or a total of 190 rooms applied for up to the present time. When it is realized that the association has only reserved 300 rooms at the Congress for the show, and that the event is more than three months away, this must be taken as a strong indication that there will be a full house at the Congress when the exhibit opens in February. A few of the well-known firms who have already applied for their space are Ferdinand Bing & Co., Crooksville China Co., East Liverpool Potteries Co., H. C. Fry Glass Co., Pyrex Glass Sales Division, C. C. Thompson Pottery Co., Fostoria Glass Co., Pope-Gosser China Co., National China Co., Seneca Glass Co., Saxon China Co., Republic Stamping and Enameling Co., Aluminum Cooking Utensil Co. and Lazarus & Rosenfeld.

Discussion on the proposed change in the nature of the association, making it national instead of local, took the greater part of the business period of the meeting. The desire to change to a national association is urged by some members in order to secure the reduced railroad fares for buyers, granted by the railroads to national associations who bring in a given percentage of their members to meetings. The matter was finally referred to the Executive Committee who will report at the next meeting.

Reports of the various committees were read and accepted, and the meeting adjourned until the fourth Thursday of the month.

The Gifts, Art Wares and Novelties Association of Chicago held a special meeting last Thursday night at the Palmer House. A large delegation of members was on hand to hear the report of the Nominating Committee. The report of the nominating committee was the principal business event of the meeting, and their selections for the officers and directors of the association for the coming year were as follows: W. C. Owen, for re-election as president; 1st vice-president, E. W. Steinbeck; 2nd vice-president, M. Harris; 3rd vice-president, Karl V. Gambel; 4th vice-president, B. J. Cueny; treasurer, Mal Flesham, and secretary, J. W. Power. The following four were named to succeed the four retiring directors on the board of directors: E. G. Patterson, M. Harris, Walter Larson, and Mrs. E. D. Leavitt. These nominations and any additional nominations that may be made from the membership body, will be up for election at the annual meeting of the association to be held on Oct. 28th. The Gifts, Art Wares & Novelties Association of Chicago will soon complete its first successful year, and plans will shortly be outlined for the 2nd Chicago Gift Show to be held in August, probably at the Palmer House. The work of W. C. Owen and the other officers who directed the work of the last show, has been praised by the members and exhibitors alike.

The Irvin-Smith Co., of Chicago and New York, well-known in the toy and housefurnishing trade, went into the hands of the receivers last week. Statement of assets and liabilities has not been made public as yet. It is expected, however, that following the period of receivership, the business will develop a healthier condition and be continued. The Irvin-Smith Co. is a manufacturing as well as importing concern, being the originators of the Cootie Game which was so popular a year ago.

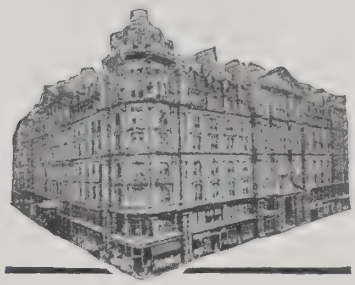
CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

A few words in this space will bring in many dollars

Phone Wabash 860

THE HAEGER POTTERIES, Inc.
Pottery of Distinction
Dundee, Illinois
Chicago display with
W. C. OWEN
17 No. Wabash Ave.

FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE



The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach the trade you want. Phone Wabash 860 for particulars.

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
Phone Austin 1500
5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.
Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
Phone
Central 3497.



CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

This "card" can be made to yield big dividends. Phone Wabash 860 for rates.

While in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

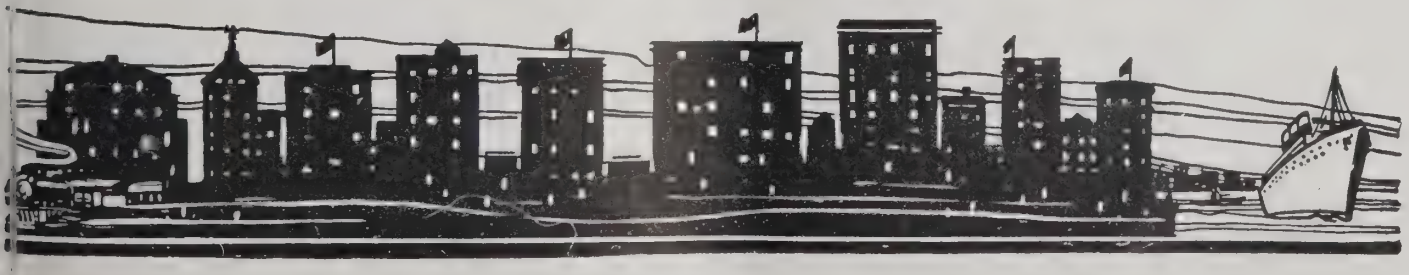
Ira A. Jones Co.
9 North Wabash Avenue
Chicago

REPRESENTING
Pope-Gosser China Co.
Seneca Glass Co.
Susquehanna Cut Glass Co.
The H. E. Rainaud Lamp Co.
Shepherd Co.
Wood-Art Co.
Evanridge Pottery

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

TO LET
Why not Move In?
Rent at Pre-War Level

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046



WANTED

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Live salesmen—for popular priced line of Aluminum Cooking Utensils—Commission basis. No objection to man selling Non-conflicting Lines—(Pottery, China, Glassware, etc.). Box 209, care CROCKERY AND GLASS JOURNAL.

WANTED—A china decorator for banding, dusting, lettering, and firing in Chicago. Steady position. Good salary. Address E. Wolf, Inc., 919 W. Madison St., Chicago, Ill.

BUSINESS OPPORTUNITIES

WESTERN SALES CORPORATION covering the Pacific Coast States with principal offices in San Francisco, Cal., are desirous of representing a thoroughly first-class glass line and also cooking ware in their territory. Address Box 210, care CROCKERY AND GLASS JOURNAL.

Merchandising News

(*Continued from page 25*)

decorated border pattern, with coin gold handles, also American porcelain dinner sets 100 pieces from $13.95 up, some colored borders and others gold lace patterns. A special sale of imported gold decorated glassware at 69 cents each, water goblets, tall footed ice cream and low footed sherberts are exceptionally attractive. The lamp division —F. S. Franklin, buyer—shows extraordinary values in dull rubbed mahogany bases with shades in soft colors in five different shapes, priced at $27.50.

The Tariff and Prices

(*Continued from page 13*)

reasonable profit. The distributing trade will follow. When the market dropped they reduced prices, and as it advances they raise prices. Usually this means not only an increase in goods bought in a rising market but may include some merchandise in stock, for most merchants figure on replacement values. That's the way supply and demand works. Whether you will take advantage of the present to buy a reasonable bill of goods for the future is another matter. It is up to you, Mr. Merchant, to decide. That's your business.

In the Mail Bag

PHILADELPHIA, PA., Oct. 2, 1922.

EDITOR CROCKERY & GLASS JOURNAL:

We find that costs are advancing on so many of our materials, and, again, owing to scarcity of labor, which has compelled an advance of wages, that there is but one course for us to pursue under the circumstances and that is to advance our selling prices, as there has been no leeway in connection with prices at which we have been selling during the past year to absorb these additional costs without advancing selling prices.

In connection with the same, it is rather amusing to listen to the opinion and consider the attitude of some of the larger buyers when they are advised of these conditions. This morning we received an outline of the opinion given us by a few buyers of fair size, who are positive that the present flurry is but temporary; but we are rather inclined to think that these gentlemen will be rather disappointed within the next few months.

For instance, here is the situation. The U. S. Steel Corp. advanced their labor wages 20 per cent as we all know. There was quite some criticism expressed, owing to this action, but those who did the criticising were ignorant of the actual conditions.

First of all, before the war we were importing common foreign labor at the rate of about one million per year. The present rate, as you probably know, is extremely insignificant. Then again, during the war and since, the attitude of common labor has become very much different than formerly. It has become educated to pick its work, and as a result, a considerable percentage has drifted from common labor to low-grade skilled labor; and as the U. S. Steel Corp. puts it today, it looks very much as though not only they but other concerns as well will before long be compelled to offer a premium to semi-skilled labor to go down to take the common labor job.

Now, in the face of these facts, does it look as though we are going to be able to get lower priced materials? It surely does not look so to us and we think all fair-minded buyers will soon become convinced of the facts that we need not look for anything but higher prices for quite some months to come.

Yours truly,

C. S. PORTER CO.

The above letter, written by the treasurer of a well-known concern manufacturing tinware and dealing in house furnishing goods, raises a point which students of business economics are inclined to believe, indicates that prices of practically all manufactured goods are now in the process of stabilizing at higher levels. The National Industrial Conference Board has stated that a compilation of wage changes reported by industrial establishments in every field in all parts of the country, shows a striking nation-wide upward movement. The U. S. Steel Corp. raised the wages of common labor 20 per cent. and the Surpass Leather Co. and the Dungan, Hood Co. have likewise increased wages 20 per cent. While the increase in the former affects common labor, the increase in the latter affects 15,000 workers, a large part of whom are skilled and semi-skilled. This indicates that a higher standard of living is steadily forcing semi-skilled wages upward, and a good many economists believe that it will establish prices on a much higher level than the pre-war basis of 1913-14.—EDITOR.

Business Briefs

Mrs. Walter Ells has opened a variety store in the Palace Theatre Bldg., Newport, R. I.

The Roessler & Hasslacher Chemical Company NEW YORK

BRANCHES:
Cleveland, O. Chicago, Ill. Trenton, N. J. Boston, Mass. Philadelphia, Pa. San Francisco, Cal.
New Orleans. La. Pittsburgh, Pa Kansas City, Mo.

THE ROESSLER & HASSLACHER CHEMICAL COMPANY · BRIGHT GOLD · NEW YORK ·

Fac-Simile of Label. "MADE IN AMERICA."

Liquid Bright Gold

Overglaze—**Colors**—Underglaze

Liquid Lustre Colors—Oxides and Bodies for Decorating and Coloring

CHEMICALS
Minerals and Oxides

—for—

Pottery, Glass, Enameled Ware, Tile, Clay Products

RHCCO A1

HIGHEST GRADES.

America's Leading Ceramic Material House

Bryce Brothers Company

MOUNT PLEASANT, PENNSYLVANIA

Manufacturers of

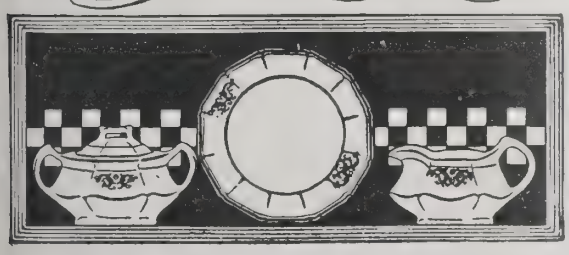
Blown Lead Glassware

In Crystal and Colors

NEW YORK OFFICE, 240 FIFTH AVENUE
Representative, J. Duncan Dithridge
BOSTON OFFICE, ROOMS 3-4, YOUNG'S HOTEL
Representative, Robert W. Corey

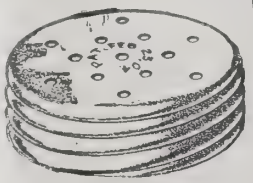
TRAVELING REPRESENTATIVES:
W. H. Duval Myric W. Bryce Harry C. Smallwood

LIMOGES CHINA



THE LIMOGES CHINA CO., SEBRING, O.
REPRESENTATIVES:
New York, Edward B. Dickinson, 200 Fifth Ave.
Chicago, John G. Edmunds, 1319 Michigan Ave.

Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps

ALSO CELLULOID DISCS.

We carry about fifty stock sizes of caps; and are also prepared to supply special sizes to order. Write us for prices and samples.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF GLASSWARE.

Lamp Chimneys, Lamps, Lantern and Fish Globes, Shades, Founts, Towel Bars. Cane, Tubing. Gas and Electric Globes in all COLORS. Private Moulds Worked.

FACTORY:
255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

The fire which damaged the variety store of Douglas Lazier, Medford, Mass., last week to the extent of over $ 000, is believed to be of incendiary origin.

Charles Klarsfield has been succeeded by a new corporation, the Albany Toy & Novelty Co., 63 Hudson avenue, of which he is the president.

A. A. Hodges has purchased the Lee Davis variety store at Heber Springs, Ark.

Mannheimer Bros. Department Store, Wilmington, Del., has been incorporated with a capital of $1,800,000, the incorporator being the Corporation Trust Co. of America.

The Lubash Shop, Hoboken, N. J., of which Sol Lubash is the head, has been opened at 218 Washington Street with a general stock of goods including crockery, glassware and housefurnishings.

J. C. Penny Co. have opened their 372 store at Centerville, Ia., under the management of F. E. de Bauernfeind.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, *Successors, 67-69 Irving Place, near 18th St.*
Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, *35-37 West 23d St.*
Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., *73 Barclay St.*
"The Dinnerware House of America."

L. D. BLOCH & CO., *37-41 East 18th St.*
Importers of China and Glass, Mfrs. of Lamps, Shades and Novelties.

CONTINENTAL CERAMICS CORP.
Representing F. Thomas-Marktredwitz and K. P. M., Waldenburg. 149 Fifth Ave.

COPELAND SPODE CHINA AGENCY, *43 West 23rd St.*
Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., *14 Barclay St.*
English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., *135 Fifth Ave.*
Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, *43 Murray St.*
Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., *920 Broadway, corner 21st St.*

HAVILAND & CO., *11 East 36th St.*
The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, *39-41 West 23d St.*
Ahrenfeldt French China.

MADDOCK & MILLER, *39-41 West 23d St.*
Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, *Importers and Commission Merchants, 108 East 16th St.*
Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., *105-107 East 16th St.*
Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., *53-57 West 23d St.*
Japanese Goods.

LA PORCELAINE LIMOUSINE, *39-41 West 23rd St.*
Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., *184 Fifth Ave.*
King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co., Ltd., earthenware. Telephone, Gramercy 6626.

WM. S. PITCAIRN CORPORATION, *104 Fifth Ave.*
Grindley, Doulton. Furnival.

The Fifth Avenue Building



Uptown Headquarters
for the
Pottery Glass China Metal Goods and Housewares Trades

BUYER'S BUREAU INC.
INFORMATION
on
CHINA—GLASS—SILVER
Room 415, Fifth Ave. Bldg.
Telephone: Gramercy 6413

ROSENTHAL CHINA CORP.
Representing Rosenthal Selb. Ploesberg and Kronach. 149 Fifth Ave.

PAUL A. STRAUB & CO., *105-107 Fifth Ave.*
Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., *96 to 102 Church St.*
A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, *42, 44, 46 Warren and 116 Chambers Sts.*
Importers and Manufacturers.

TAIYO TRADING CO., Inc., *101 Fifth Ave.*
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AS THE EDITOR SEES IT

THE FOUR STANDARDS

IN retail salesmanship of merchandise a well posted department manager once remarked in my hearing, "That in 75 per cent. of department store sales that are made, the customer enters the store without a clear idea of what she is going to buy." This is very probably not far from the fact, and neither is it an unusual state of mind. Unquestionably a very large number of customers enter a store having a general idea of what they want, but depend upon viewing the display of merchandise to find the particular item which fulfills most completely this general idea. And when you come to think about it this point, there is a good deal of practical sense shown by customers who thus prefer to look over the stock which a well posted buyer has combed many markets to assemble for her examination. Some customers, having made up their minds fully as to color and quality and shape and pattern, enter a store and ask for that specific article. But only a comparatively few do this. Most customers come in and look around and buy a dinner set, glassware or a lamp only after the deliberate elimination of several numbers. And the higher the quality of merchandise bought, the more deliberate and critical the majority of customers usually are.

It is or should be one of the axioms of a good salesperson to follow the customer's mind as the sale progresses. Perhaps the customer may desire a blue vase base but not a blue silk shade. She may want a rose colored shade or almost any colored shade. But if she is uncertain about the color she wants, it is up to the salesperson to show what the store can offer, and to assist the customer to decide upon something appropriate that will insure the customer's satisfaction. This is not always an easy thing to do. If the customer talks freely and tells the salesperson something about the furnishings of the room she wants the lamp for, any one possessing an eye for color harmony can help the customer decide. But many customers do not talk freely, some scarcely at all, and it is up to the salesperson to try and draw the customer out and give a vague idea some definite form. This is the finesse of salesmanship.

HOWEVER, in selling a customer not only merchandise but service and satisfaction with it, the salesperson should not overlook the four standards by which customers decide the purchase of anything. It may be taken for granted that all customers desire to obtain the most of a certain value, or characteristic she may have in mind, for the least money. These standards are suitability, attractiveness, quality, and price. This is the logical order in which the several factors of most merchandise are grouped by the majority of customers. The first three may be varied as to first, second or third choice. But the item of price is usually the last and least consideration, providing the appeal of the other dominating factors are strong and made stronger by proper display and intelligent selling talk.

THERE is, of course, a great difference in the way customers value these standards. Some are particularly attracted to novelty in color and form, others are more interested in its style, while others prefer quality. The important thing for the salesperson to remember is that every customer is sold by these standards. Perceiving this it is the object of good selling to "size up"

(*Continued on page* 34)

Selling Goods on the Road Is No "Cake Eater's" Job

Traveling Salesmen Tread No Rosy Road But Are Often Compelled to Absorb Many Jolts a Jars Handed Out by Kidding Customers—Here Are Some Experiences Reported by W Known Road Men

ALTHOUGH it is an open secret that the business lives of traveling salesmen are not so rosy as they might be, it is doubtful if many persons realize the number of things that rise to plague "knights of the grip" in the course of their rounds. Many interesting examples of these things could be compiled by salesmen under the general title of "Some bumps I have met and jars I have encountered." Take a recent experience of a well known china salesman which, although it ended all right, caused him considerable mental anguish before that happy result was reached.

"I took a new job a few weeks ago," he said yesterday, "and on the first trip out the manager thought it would be advisable to go along with me. I did not like the idea very much, but of course it was not up to me to say so. We were under instructions from the head of the business to push certain lines of semi-novelties that had not been selling very well, and I was all primed up with selling talk along that line. The first buyer we ran up against knew the sales manager and greeted him profusely, but he gave me a kind of 'Who-is-this fellow?' smile.

"I felt in my bones that something was going to happen that would not be very pleasant for me, but I took a deep breath and waded in. Afterward the manager was good enough to tell me that I pulled off some of the best selling talk he had ever heard, but so far as the buyer was apparently concerned I might just as well have been a monkey on a stick. All the time I was talking he kept up a running fire of comment to the sales manager, asking him where he ever picked me up, if I was the kind of salesman the firm was hiring nowadays and a lot of other things calculated to make a man feel red, if not see red. However, I said my say right to the last word, and when I had finished he told me to make out an order for so many dozens of one pattern, so many of another, &c., until it represented a very tidy sum in the aggregate.

"I learned from the manager later that this was the buyer's usual way of dealing with a new salesman, and that if a man could not be made to quit by the running fire of 'kidding' he kept up, he was pretty certain to land some kind of an order. It happened in my case that I had what he wanted at the right price, and he probably would have placed the order anyway. However, he certainly gave me the most uncomfortable half-hour I have ever experienced."

As a youngster a well-known salesman was given his first chance at selling after having worked his way up from the office boy stage. He was not given samples the firm's complete lines, but was assigned to call o certain buyer with photographs of two lines to dispose In his desire to put over a big sale he got the prices mix but he did not discover the error until after he had boo a nice order and was on his way back to the office.

Having discovered his mistake, he ran all the back to the buyer's place of business and arrived th with just enough breath left to gasp out the reason his return. The buyer, who was an experienced merch diser, knew all the time that a mistake had been ma but he apparently did not feel that it was up to him to anything about it until the matter was brought up some one else. He could have forced the salesma employers to accept the order as given, but, fortuna for the young man, he was not that type. After a lect on the need of being careful that had the salesm squirming around in his chair like a bad boy awaitin whipping, the buyer straightened the matter out gave a second order. The salesman, who is nov trade veteran never forgot the embarrassment the i dent caused him, and to this day he tempers his judgm with mercy when one of his young employes make serious error.

All of the incidents that came under the head of barrassing experiences, however, do not end so nic A certain man some time ago took a job selling la shades and housefurnishings by colored photogra He had never sold goods before, and on his first day t he forgot his price lists. As the line number and pr of each number had been set down on a piece of pa in his order book however, he felt he could get throu the day all right.

The first buyer he saw represented a prominent known as big purchasers and the salesman was especi anxious to land a big order. He finally got to the bu and started to lay out his photographs. He was n nervous, however, and accidentally knocked over h sample case. The result was a scattering of photo o the floor and a scurrying to pick them up.

The buyer frowned, but he was fair enough to the salesman a chance. To the latter's consterna however, he found that the price list had been caugh the current of the electric fan and wafted out the win With his face burning like fire, he got the samples i his case as quickly as he could and departed.

In another instance in which things did not turn ou well a salesman of a somewhat aggressive type was g

oad moment by a buyer. This man saw the buyer in estion in the lobby of a local hotel one day and, hoping combine the business of selling with the business of ing, walked over to him with his hand outstretched. e buyer, who was of the old "stiff neck" school, did t take it, but the salesman, once in, could hardly back t. "How about having some lunch with me, Mr.—?" asked, but got no reply.

Flushing a little, but still game, the salesman went on: Don't you know me, Mr. —? I am Jones of Smith & own, the china house, and you buy goods from them."

At this the buyer looked up coldly and said: I know y well who you are and who your employers are. ey make good merchandise and I find it profitable to y from them. However, I don't have to take lunch h their salesmen, and I'm not going to. Good day.

Retail salesmen have embarrassing moments as well those who sell at wholesale. One of these men re-tly had a wealthy customer looking at some fine nerware. He and the other salesmen handling these ds were paid a commission, and the salesman in ques-n saw a vision of a fat pay envelope.

The choice of the customer narrowed down to two sets expensive dinnerware. As is often the case when qual- merchandise is under discussion, the question of price l not yet entered. The salesman dwelt fully and well the merits of one of the sets, thinking it to be the h-priced of the two and, while the customer appar-ly preferred the other one, he allowed himself to be suaded that the first set was the more desirable. The ice made, the salesman was shocked to learn that his ling talk had prevented the customer from buying by the higher-priced set of the two, but all he could do s grin and bear it.

Sometimes the buyer is the victim, as was the case ne years ago. A man who is now the head of his own siness went abroad to purchase some art wares. He s pretty young at the time and had a good deal to learn. stopped to purchase some costly goods and while re he came in contact with the man who, at that time, s regarded as a dean in the art trade.

The young man bought a number of fine pieces from s dealer, but with each had asked a lot of questions t seemed to annoy the older man. Finally the latter st out: "See here, young man, I am here to sell you ds, but I am not here to teach you your business." e young buyer was mortified, and the rest of the con-sation consisted mostly of statements concerning the liveries and prices.

How's Business?

The situation in trade and industry for the week con-ues to show improvement, and while not all will agree the statement that "prospects are bright for the best and winter season since 1920," the business situation steadily improving and there are a good many en-raging indications that better times are coming. One these indications is that the crops are fairly large, another is that surplus stocks have been largely worked off in all lines. The volume of business for the week ending Oct. 18 recorded a gain of 6 per cent. over the previous week, in spite of the Columbus Holiday which is observed in most cities. Industry is active and employment is close to its peak; the Government is running its machinery more economically, car loadings are improved, there is a marked activity in in building and mail order and chain store sales are gaining. All of these constructive factors indicate that business is growing better, and Bradstreet's reports that the trade review of the week is a very cheerful one.

In the East

In New York the crockery and glass trade are receiving orders in good volume and while the pottery workers' strike is holding up the shipment of but a very small percentage of domestic ware, some fairly large deliveries of imported dinnerware have been made. Glassware lines are quite active, staples being ordered in fair volume for the season and orders for fancy decorated lines are increasing. Lighting glassware is also moving in larger volume. Retail trade is improving daily, and manufacturing and collections are fair. In Newark, retail trade is good in all lines, manufacturing and industry active and collections fair. In Philadelphia, crockery and glass lines are more active and toys are being ordered in good volume, retail trade is fair but collections are backward. Pittsburgh reports that large department store trade is better than last year, increased employment is helping trade in all lines and collections are fair. Buffalo reports that there is a good trade in all staple lines, building is active, skilled labor scarce and collections are fair.

In the West

In Chicago a decidedly better tone is reflected in business and jobbers and retailers are receiving more orders than last year at this time, although this was the big week of last year. Manufacturing and industry are active, collections fair, but the car shortage is growing more serious. In Detroit, department stores report that business is good and higher-priced merchandise moving better and sales are running ahead of last year, building continues active and collections are improving. Kansas City reports business continuing on the upgrade, retail trade good, and collections fair. In St. Louis there is a marked improvement in business and retail stores are reporting a large increase in sales; wholesalers report more orders coming in and mail orders are ahead of last year.

In the South

In Baltimore the sales of general merchandise is increasing but is not up to normal in volume; retailers are buying conservatively for immediate needs. Southern trade is improving, however, but goods are being ordered in small quantities. Louisville reports better buying in crockery and glassware and that dealers are reporting good orders for holiday trade.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

VISITING buyers are arriving in the New York market in steadily increasing numbers and practically all who have been approached report that business is good and believe that it is going to be a good deal better as the Holiday buying gets under way. One of the busiest centers where many well known buyers congregate just now is at the offices of the Retail Research Association, 225 Fifth Avenue, where a meeting is held all the week by buyers of china, housefurnishings and toys. There is certainly a good deal of refreshing optimism radiating from this locality and it is reported that a healthy volume of orders are being placed.

Arthur F. Ellis, for the past ten years associated with Almy, Bigelow & Washburn, Salem, Mass., as buyer of housefurnishings, has resigned his position to go in business for himself, having purchased the E. J. Rollins kitchen furnishing store in Salem. Mr. Ellis has made a good many friends in the trade and we all extend him best wishes in his new venture.

Jas. J. Temple, of L. Bernardaud & Co., is now on the road in the interests of his concern and contemplates covering territory as far west as Kansas City.

E. W. Hammond, the well known representative of Knowles, Taylor & Knowles, Geo. R. West & Sons and Jeannette Glass Co.'s lines, left Sunday, October 23, for a visit to the East Liverpool pottery district. He was accompanied by Langley Hawthorn, china and glassware buyer for Abraham & Straus.

W. R. Smith, sales manager of the Glassport factory of the U. S. Glass Co., and William Kahn, commercial manager of the company's Factory F, were visitors in the city this week conferring with Ed. Craig, manager of the New York sales office.

Chas. A. Postley & Son have acquired the representation of the Adirondack Paper Co., Utica, N. Y., and are now prepared to handle orders for the complete line of toilet paper made by this well known firm direct from the mill.

Among the well known buyers who are in the market are Leon Neubrick, buyer for Crowley, Milner Co., Detroit, and Charles Miller, buyer for W. L. Milner & Co., Toledo. W. D. Davis, buyer for Loveman, Joseph & Loeb, Birmingham, Ala., and Miss Marie C. Cole, of Gilmore Bros., Kalamazoo, Mich., are a few of the many buyers of china, glassware, housefurnishings and toys now placing orders.

Leo Schlesinger & Co. have purchased the six-st building at 537 to 545 Greenwich Street from the In pendent Warehouses, Inc. The property was held $300,000. The buyers will use the building for the ma facture of toys and novelties.

Pasmantiers' Plan Model Establishment

Quite in line with the expansion of many well kno firms in the crockery trade, who have moved into lar and more centrally located quarters, John L. Pasmantie Sons have secured a building in the uptown district wh is now being remodeled for their occupancy. It is ambitibon of Mr. Pasmantier and Sons to have one of most complete and convenient wholesale and decorati establishments in the city. The mere enumeration of th new business home is a good indication of the fulfillm of this desire. The outstanding features of the new bu ness home, announcement of the opening which will announced in the near future, includes a large kilni capacity with shipping facilities for handling a large v ume of business, combined with the display advanta afforded by a very attractive showroom.

A unique service for customers will also be a featu of the new establishment. This will include the delive of goods by truck to the trade adjacent to and withi wide radius of New York, thereby saving customers t usual freight and package charges. This will constitu in fact, "A Factory at the door of the Eastern Stor and the many friends of the Pasmantiers as well as t trade in general are awaiting the opening with a go deal of interest.

Employes Take Up Gimbel Stock

Announcement was made at a dinner given October on the second anniversary of the Gimbel Brothers Fou dation that persons connected with the stores in N York, Milwaukee and Philadelphia had subscribed almost $1,000,000 of the stock of the new corporati

OBITUARY NOTES

Mrs. Hermine Straus Kohns

Mrs. Hermine Straus Kohns, for many years ide fied in Jewish charities in this city, died Tuesday, Oct. after an illness of six weeks. Nathan Straus, merch and philanthropist; Oscar Straus, former Ambassa to Turkey and the late Isidor Straus, who went do with the Titanic, were her brothers. Her husband, La rus Kohns, a business associate of the Strauses, died 1915. Two children survive, a son, Lee Kohns, head L. Straus & Sons and president of the New York Bo of Trade and Transportation, and a daughter, Mrs. J mund E. Wise.

Mrs. Max Strensch

Mrs. Simma Strensch, wife of Max Strensch of Koshkerak Bros., the well known importing firm, passed away Thursday, Oct. 19, after a long illness in her fifty-eighth year. The most sincere sympathy is extended by the many friends of Mr. Strensch in the trade at his great loss.

Late Strike News

Accepting an invitation extended by the Rev. Isaac L. Wood of the First Methodist Episcopal Church of East Liverpool, an informal and friendly conference between the Labor Committee of the United States Potters' Association and the Executive Committee of the National Brotherhood of Operative Potters was held Tuesday, October 24. "We merely talked things over in an informal way, with the Association; made no new suggestions from our side and none were suggested from the Brotherhood," declared W. E. Wells, Chairman of the Labor Committee of the Association at the close of the conference. A report of the conference is to be made to a meeting of representatives of local unions in the general ware branch of the industry here Wednesday afternoon, October 25, and in turn these men will report back to their locals. "I'm hopeful of the future," the Rev. Mr. Wood said.

Woolworth to Retire Pfd. Stock

Directors of F. W. Woolworth & Co. have voted to call for retirement, on February 3, 1923, all of the corporation's outstanding cumulative preferred stock. The call price is 125. Funds to meet the payment will be provided by the corporation's cash on hand and no new financing will be necessary.

In addition to making this decision, the directors declared the regular quarterly dividends of $2 per share on the common stock and 1¾ per cent. on the preferred. The common stock dividend is payable December 1 to stock of record November 10 and the preferred dividend is payable January 2 to stock of record December 9.

Including the $2 in cash extra dividend paid in April stockholders of the F. W. Woolworth Company will, with the coming dividend, have received $10 per share on their holdings during 1922.

Owen China Co. Building New Plant

Rapid progress is being made in the construction of new eleven kiln plant located adjacent to the present plant of the Owen China Co., Minerva, O. Two kilns are now completed and the third is partially so and a big crew of men are on the job rushing through the completion of the brick work. The company's engineer is now in the East purchasing machinery and it is planned to have the new pottery in operation early in January.

Buyers in New York

OCTOBER 19, 1922

J. E. Groth, holiday gifts and toys, Rurode D. G. Co., Fort Wayne, Ind., 1164 Broadway (Fellows Buying Corp.)

OCTOBER 20, 1922

A. Mendel, general mdse. manager, Mendel's, New Haven, Conn., 1150 Broadway (Baer & Lilienthal).

C. J. Larson, mdse. manager, The Dayton Co., Minneapolis, Minn., 225 Fifth Ave.

OCTOBER 21, 1922

H. Chambers, housefurnishings, Munch & Eisenbrey Co., Baltimore, Md., McAlpin.

J E. Groth, holiday gifts and toys, Rurode D. G. Co., Ft. Wayne, Ind., care Fellows Buying Corp., 1164 Broadway.

OCTOBER 23, 1922

Wolf Charlson, housefurnishings, Wolf Charlson, Barnesboro, Pa., Pennsylvania.

Mary A. Heller, china, glassware and lamps, Rike Kumler Co., Dayton, O., 225 5th Ave.

A. S. Tilles, holiday novelties, The Fair Dept. Store, Fort Smith, Ark., A. Mincer, Inc., 116 West 32nd, St.

M. Altman, housefurnishings, Morris Altman, Wilmington, Del., Pennsylvania.

OCTOBER 24, 1922.

G. W. Hoos, housefurnishings, china and glassware, John Hoos Co., Baltimore, Md., Pennsylvania.

H. C. Hall, housefurnishings, Wm. Hengerer Co., Buffalo, N. Y., 16 West 39th Street.

L. J. Wagner, toys, J. N. Adams Co., Buffalo, N. Y., 16 West 39th Street.

P. Rinken, china, Boston Store, Chicago, Ill., 44 East 23rd Street.

M. Riordan, housefurnishings and L. Neubrick, toys and china, Crowley-Milner Co., Detroit, Mich., care A. Fantl, 116 West 32nd Street.

W. R. Miller, housefurnishings, W. L. Milner Co., Toledo, O., care A. Fantl, 116 West 32nd Street.

M. L. Kahn, mdse. manager, Chicago Mail Order House, Chicago, Ill., 368 6th Ave.

D. B. Ryland, china and glassware, D. B. Ryland & Co., Lynchburg, Va., Martinique.

L. Arnstein, housefurnishings, toys, Ed. Schuster Co., Milwaukee, Wisc., 105 Grand St. (Jay Co.)

I. Halpern, housefurnishings and toys, Stix, Baer & Fuller, St. Louis, Mo., 1107 Broadway.

OCTOBER 25, 1922

E. Kennets, lamps, etc., R. Evans, china and housefurnishings, J. N. Adams & Co., Buffalo, N. Y., 16 West 39th St.

A. I. Spilker, toys, Lederer & Co., Chicago, Ill., Munzer Mann Co., 370 Seventh Ave.

Miss M. Jennings, gifts, A. Pfeifer Co., Providence, R. I., care Kirby, Block & Fisher, 352 Fourth Ave.

D. L. McCarthy, toys, Rike-Kumler Co., Dayton, Ohio, 225 Fifth Ave.

Robert Orr, china and glassware, Hager Bros., Lancaster, Pa., care D. G. Alliance, 404 Fourth Ave.

Business Briefs

W. T. Grant Co., has opened a new 25c. to $1 store at 1606 Elm St., Spokane, Wash.

Rusky Bros., Iron Mountain, Mich., have moved their stock of general merchandise to the Trevarrow Bldg., which has been remodeled for store purposes.

Napier's general merchandise store, Nashville, Tenn., was totally destroyed by fire last week.

Herman C. Kupper's New Salesrooms

An Impressive Example of Exquisite Taste Which Does Credit to the Trade, as Well as to the Originality and excellent Judgment of Mr. Kupper

"A SUPREME achievement," best expresses in a short sentence, the unanimous opinion of those who have viewed the handsome new salesroom of the well-known importer and manufacturer, Herman C. Kupper, who removed to his new quarters in the Miller-Kupper Building, 39-41 West 23rd Street, the latter part of September.

The exceptional beauty of this new sales palace is truly a monument to the good taste and excellent judgment of Mr. Kupper who created it, or rather the ideas for it.

Simplicity is the keynote of the success of the decorative scheme employed. Confined strictly to this idea, a result has been obtained, that can best be described as dignified elegance, in other words, a wonderful sense of richness has been gained, which suggests the work of a professional interior decorator, rather than that of a layman. This is all naturally suggestive of great cost as well, and perhaps one of the most surprising facts connected with it, which we are able to impart through a little secret information furnished us by Mr. Kupper, is that it was accomplished at a remarkably reasonable figure, within the reach of the average merchant. The real secret, however, was the use of gray matter, far in advance and in getting a hundred cents worth for the dollar.

A new feature in planning a wholesale showroom, that should receive special mention, before proceeding with a description of the new quarters, is that Mr. Kupper had uppermost in his mind, in laying out his plans, the idea of conveying to the retailer the proper way of displaying his merchandise, in other words, the salesrooms were arranged in a style adaptable for retail selling, offering a suggestion to the retail merchant as to how he can display these lines to advantage in his own store by showing them in correct environment, as it were.



View of the street sales floor of the Herman C. Kupper establishment, showing the artistic and distinction of its appointments, and indicating how admirably fine imported china lamps and art wares are displayed

Attention is first attracted to the place from the street by the artistic show window, with its background of inlaid circassian walnut and parquet flooring, enclosed by a slanting border of circassian walnut, on which appears the name of the firm in carved gold lettering. As a pleasing finish there is an ecru colored fringed valance around the top, on which also appears the name of the concern, in letters of dark brown leather, exactly matching the woodwork in color. The window is illuminated by means of twelve concealed reflectors, a part of an entirely new system of lighting adopted by Mr. Kupper. Altogether this naturally makes an ideal setting for rich window displays.

Entering the doorway one is immediately impressed with the distinctiveness of the place. There is a sense of sumptuousness about it, yet the delight of it all is, that never for an instant does it seem obtrusive, that is, the background never overshadows the merchandise but carries out Mr. Kupper's idea to a nicety, in making it simply a frame for the picture, so to speak. Then again, the openness of it all is delightful. Viewed from any angle one gets a beautiful perspective.

The walls and ceiling are done in a rather neutral two toned soft gray, while the graceful divisional wall fixtures which admit of displaying the different patterns in separate sections and wall paneling are in circassian walnut. A two toned dark gray velvet carpet completes a rich and harmonious combination, to which is added just the proper note of color in handsome tall "La Florentina" table lamps in antique gold, with a band decoration of turquoise. These are fitted with charming chiffon covered silk shades in golden brown, with a band of puffed green satin and finished with a fringe of green and brown. The lamps rest on large round tables, covered with white linen table cloths, on which are also artistically arranged samples of dinnerware, etc. Par-

lar interest is centered in the lamps as they also serve n important part of the new general lighting scheme— ther original feature of the showrooms which does y entirely with all overhead fixtures, and eliminates lows and glare.

y means of special reflectors, the lamps diffuse a soft, very adequate indirect light from the ceiling. This, onnection with a special adaptation of a new type of ceiled reflector used to light the display fixtures, a t delightfully restful effect is obtained. A direct light lso availa- by addi- al bulbs in lamps h throw light down- ds. Mr. per's idea orking out form of ninat i o n, to get y from the l a t i o n me r c i a l of light- and he has eeded ad- bly.



A view of the main showroom on the third floor, showing the spacious arrangement and unusually effective display of dinnerware and fancy lines

e desks of o n a r d k, W. E. lz and M. Dixon, bers of the concern's sales staff, are arranged near entrance ready to welcome visitors, while in a room ed off at the rear, paneled in circassian walnut, with shings to match, are located the desks of the other bers of the selling force, namely W. S. Anthes, ur Renz and Fred Grob. Arranged on the left side, res divided into three sections, as previously de- ed will be given over to new English, Italian and s china and pottery lines recently acquired by Mr. er, while on the right, different style fixtures with- helving, are devoted to showing the "La Floren- ' Art Line. A table with a lamp is placed in the r of each section.

eeting the eye as one steps from the elevator, on the floor, is a most inviting small reception room, with y circassian walnut chairs and an exquisite "La ntina" floor lamp. Gazing to the left, the expan- display room used for the exclusive exhibit of the ated Ahrenfeldt china dinnerware and fancy lines, lly almost holds one spellbound, by the beauty of Its fine sense of space and openness, with nothing terrupt the view, the soft glow of lights and the absence of the usual atmosphere of commercialism lly quite unusual. This room by reason of its spa- ness shows up the furnishings which are a replica of described on the main floor to the best possible ad- vantage. The front portion of this floor to the left, is given over to the private office of Mr. Kupper, the paneled walls of which are in a most beautiful decorative scheme of three toned gray, while the floor covering is in an all over gray and black pattern. This makes a most admirable setting for the rich circassian walnut desk and high backed leather covered chairs of the same wood. In harmony with the furnishings, the doors of the room are in circassian walnut with inlaid panels.

From his office Mr. Kupper has direct entrance into the salesroom, or to the general offices. Directly opposite on the right is the private office of general manager, Albert Weber, with paneled walls in circassian walnut, and furnishings to match. Between these two offices is the bookkeeping department in charge of Charles Bruderlin and back of this the general office in charge of F. W. Bennigsen. The Twenty-fourth Street side or entire rear of this floor is given over to an immense stock room, which is connected with a well planned packing room with direct access to a freight elevator.

In his new showrooms Mr. Kupper has contributed something that is not only a credit to him personally but to the trade in general.

U. S. Chamber of Commerce to Have New Home

Contracts for the construction of a new $2,500,000 home in Washington for the Chamber of Commerce of the United States has been announced by Julius H. Barnes, president of the chamber. "The idea back of the new building," said Mr. Barnes, "is to establish a national home for Commerce and Industry in the seat of legislation and administration. The policies of government affect industry today as never before. Industry recognizes that on the large scale of modern business a proper measure of regulation in the public interest may be necessary in the very preservation of fair-play between individuals. But industry also recognizes that the chain of economic evils which flow from unwise legislation and unenlightened administration reaches inevitably into unemployment and distress in every home.

BEL-GLO COMPANY

Thanksgiving GLASS *Order Now*

OPEN STOCK

Dozens to Barrel		Price per Dozen
1¼	Water Set.....	$10.50
2	Water Tankard.....	5.60
20	Water Tumbler.....	.75
1	Ice Tea Set..	14.00
1½	Ice Tea Jug and Cover...	6.80
15	Ice Tea Tumbler, 12 oz....	1.20
1½	Grape Juice Set.....	12.50
2	Grape Juice Jug and Cover	6.30
30	Grape Juice Tumbler, 6 oz.	.90
10	Goblet.....	2.50
10	Saucer Champagne (Tall Sherbet).....	2.50
15	Sherbet (Low)	2.50

OPEN STOCK

Dozens to Barrel		Price per Dozen
1¼	Water Set....	$12.00
2	Water Tankard.....	6.60
20	Water Tumbler.....	.90
1	Ice Tea Set..	16.00
1½	Ice Tea Jug and Cover...	8.50
15	Ice Tea Tumbler, 12 oz...	1.25
1½	Grape Juice Set.....	14.00
2	Grape Juice Jug and Cover	8.00
30	Grape Juice Tumbler, 6 oz	1.00
10	Goblet.....	2.75
10	Saucer Champagne (Tall Sherbet).....	2.75
15	Sherbet (Low)	2.75

OPEN STOCK

Dozens to Barrel		Price per Dozen
1¼	Water Set..	$15.00
2	Water Tankard.....	7.80
20	Water Tumbler.....	1.20
1	Ice Tea Set	21.00
1½	Ice Tea Jug and Cover...	12.00
15	Ice Tea Tumbler, 12 oz...	1.50
1½	Grape Juice Set.....	18.00
2	Grape Juice Jug and Cover	10.20
30	Grape Juice Tumbler, 6 oz	1.30
10	Goblet.....	3.00
10	Saucer Champagne (Tall Sherbet)....	3.00
15	Sherbet (Low)	3.00

"Three (3) Rosette"



"Band and Rosette"



"Rose"



"TABLE WARE" SET

1—Water Set
1—Ice Tea Set
1—Grape Juice Set
1 Doz. Goblets
1 Doz. Saucer Champagne (Tall Sherbet)
1 Doz. Sherbets (Low)

Cost $10.50

Each Set Packed Singly or Two (2) Sets to a barrel

"TABLE WARE" SET

1—Water Set
1—Ice Tea Set
1—Grape Juice Set
1 Doz. Goblets
1 Doz. Saucer Champagne (Tall Sherbet)
1 Doz. Sherbets (Low)

Cost $11.50

Each Set Packed Singly or Two (2) Sets to a barrel

"TABLE WARE" SET

1—Water Set
1—Ice Tea Set
1—Grape Juice Set
1 Doz. Goblets
1 Doz. Saucer Champagne (Tall Sherbet)
1 Doz. Sherbets (Low)

Cost $13.40

Each Set Packed Singly or Two (2) Sets to a barrel

SPECIAL DESIGNS REPRODUCED ON REQUEST

H. A. MARSHALL

INCORPORATED

200 FIFTH AVENUE NEW YORK

WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

IT will soon be a month since operations ceased in all departments of generalware potteries of the United States. The strike of the workers against returning their places at the old wage scale is as far from settlement today as upon the first day of the walk out.

There has been no meeting of the Labor Committee of the United States Potters' Association since the strike became operative October 1, neither has there been a conference of the Association as a whole. Strike benefits of $10 per week closes a four-week period October 28, and it has been estimated that approximately $200,000 represents the outlay by the National Brotherhood of Operative Potters for that term.

Curbstone rumors are as numerous as they are varied, all having to do with the settlement of the differences between the manufacturers and the employes. There is positively no indication at this time of the manufacturers changing the text of their original proposition to the workers. This statement can be put down as being a fact.

And then again, the pottery workers have at no time since the strike began given the least intimation of any intent to seek another referendum vote to return to work at the wages the manufacturers offered, which is the scale operative between November 1921 and October 1, 1922. The employes have been standing firm in their demand for an increase of seven per cent., or the wage which prevailed between August and November, 1921.

Every Wednesday afternoon since the strike began, a general meeting of one representative from every local union of the Brotherhood has been held in East Liverpool, O., but the Brotherhood does not pay the expenses of those who come from a distance to attend these sessions. At these conferences, the general strike situation is surveyed and discussed. The result of these conferences are then in turn reported to the members of the particular local unions at their next meetings.

Many pottery employes have been heard to remark that to strike for only seven per cent. increase in wages is too small to strike for, but the strike should have been "out over" when the reduction in wages was authorized in 1921. This, however, comes from the side of the employes.

The manufacturers, however, make no comment upon this view taken by some of the workers, but point to that part of the statement of the Labor Committee of the Potters' Association issued just after the joint wage conference at Cleveland, reading:

* * * further reductions were immediately made in the selling lists, until we reached a level of approximately 28 per cent. below the selling prices of the spring months of 1921. The cost of raw materials decreased but slightly, and of fuel not at all, so that about all we had to assist in bearing a cut in market prices of 28 per cent. was the 17 per cent. wage reduction. The balance came out of profits, with the result the average earnings of the manufacturers fell off about 75 per cent. In other words, while the men accepted a cut of 25 to 30 per cent., we stood a cut of 75 per cent., which was fully our share. While these exact percentages were of course not known to the workers, the situation in a general way was a matter of common knowledge. The workers came through the period of depression in comparatively much better shape than their employers, and in recognition of that fact, we counted upon their cheerful co-operation at this critical time."

It did appear to those who have been making a deep study of the American pottery situation during the last year, that both manufacturers and employes were beginning to "sit pretty" when the vote to strike carried by 218 votes. The coal strike had been adjusted, and this was "in the way" of business progress early in the year. Then came the rail strike, and eventually this situation was cleared away also. And then came the tariff issue. This also was cleared away, and the "clear track" signal did seem to be shining from the business tower.

Good business began to pour into the offices of the different potteries in the generalware industry. There was no fuel scarcity, and the roads were making reasonably prompt deliveries. Manufacturers seemed to be exerting every effort to go ahead steadily, and a boom period, perhaps better and more healthy than that experienced during the war period, seemed at hand.

Then, like a flash from a clear sky, came the vote to strike. Manufacturers did not believe the vote would show the result it did. Many workers did not vote because they also did not believe their vote would be required to avert a strike.

Perhaps 12,000 to 15,000 people are employed by the generalware industry. Of this number, between 6,500 and 7,000 are members of the National Brotherhood of Operative Potters. Of this membership, a few more than 3,000 votes were cast in the referendum. To take another step, it has not been denied that some members of the Brotherhood were not "paid up" in their local union dues, and for this reason, are not entitled to strike benefits.

There are many people today out of work because of the strike and because of the character of their labor are not members of the Brotherhood and are not receiving any aid from the Brotherhood sources. From among

(*Continued on page* 34)

L. BERNARDAUD & CO.

LIMOGES, FRANCE

FINE FRENCH CHINA

IMPORT

Decorated Dinnerware *White for Decorating*

STOCK

Twenty Patterns for Prompt Delivery *White for Decorating*

L. BERNARDAUD & CO.

46 MURRAY STREET, NEW YORK



MERCER

Underglaze Decorated Hotel Ware

Half-Thick :: Roll Edge

A new and distinctive underglaze print

"LAUREL"

Printed in bright green under our rich hard glaze.

Every hotel supply house should have at least a sample line of this decoration which is selling wherever it is shown.

Write for samples which we will gladly supply free of charge.

CHICAGO OFFICE: ROOM 408, GARLAND BUILDING, A. G. HALLGREN, REPRESENTATIVE

MERCER POTTERY COMPANY, Trenton, N.J.

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

CONFIRMATION of reservations for space at the Ft. Pitt Hotel for the annual Pottery and Glass Exposition for 1923 is now being sought, and already quite a number have been returned. The pottery manufacturers who have been in the habit of showing here in January have not indicated their intent to any great degree, although several of these lines have confirmed their reservation.

Applications for space at the Ft. Pitt have been accumulating for some weeks, but the management of the hotel is reserving the right to first allow manufacturers first call, a policy the Ft. Pitt inaugurated last season, and which proved so successful.

"Judging from present indications we'll be filled up next January just as we have been in former years," declared F. W. Wasson, in charge of the Ft. Pitt Pottery & Glass Exposition bookings, as he exhibited a lengthy file of applicants for space. "We can't tell just what the pottery folks are going to do, as there may be a big change in the situation in that branch of the exposition before the year ends."

On account of having a larger line to exhibit next January than ever before, the Westmoreland Specialty Co., of Grapeville, Pa., has reserved an additional 16-foot space adjoining the Assembly room in the Ft. Pitt, where its display was arranged last season. As heretofore, the big show will be in charge of R. B. Reineck. A host of new items will be featured by this firm next January. It is said that over 100 barrels of ware will compose the factory shipment to the Ft. Pitt late next December.

The United States Glass Co., has added an electric portable to its specialty line, and it is to be had in four different treatments. The specialty will be displayed in all resident sample rooms, and judging from early business that has so far been received for this specialty, it will prove very popular with the trade. The electric portable is the first of that line this company has designed. However, a buyer can now purchase either an oil lamp or an electric portable from the same firm, and it does seem to be a long cry from the former to the latter.

The Canton Glass Co., at Marion, Ind., has resumed operations, after being idle for a brief period, due to the water tank over the factory falling through the roof of the building.

Improvements costing upward of $25,000 are nearly completed at the plant of the Paden City Glass Co., Paden City, W. Va. With these improvements completed, the line will be increased to include vases, teapots, bulb bowls and a number of other items. The complete line of this plant will be featured at the Pittsburgh exposition next January under the management of Dave Fisher.

The Libby-Owens Co., will spend upwards of $300,000 improving its plant at Charleston, W. Va. A number of additional buildings are to be erected.

Announcement was made here this week that H. C. Schlacher, assistant to Jake Kornfelder, china and glass buyer for the Kaufmann & Baer Department store, will become associated with the Crowley, Milner Co., Detroit, Mich., Nov. 1, as buyer and manager of the lamp department. Mr. Schlachler has been associated with Mr. Kornfelder for the last six years. His successor has not been selected.

Harry M. Bortz, showing the lines of the Camden Cut Glass Co., was at the Ft. Pitt last week, and announced his intent to show here in January as usual. He will have a number of new patterns in his 1923 line, designs for which are now being worked out.

Announcement has been made here that S. Bernard West, son of C. H. West, of the Westmoreland Specialty Co., will wed on the evening of Nov. 2, claiming a well known young Pittsburgh matron as his bride.

Mr. Richardson, of Jones & Richardson, San Francisco, Cal., was in the district late last week buying blanks. The firm operates one of the best known cutting shops on the Pacific coast.

A conference was to be held this week between representatives of the Pittsburgh Chamber of Commerce and those active in the formation of the proposed new Glass, China and Pottery Association, relative to an extended publicity program featuring the next Pittsburgh Glass and Pottery Exposition. The Chamber is looking with much favor upon plans so far advanced, and the proposed campaign will be far reaching.

Wolf Kossofsky, a well known glassware dealer in New York, spent some time in the local market this week, and then went into the Wheeling territory.

A representative line of samples from the United States Glass Co., will be maintained in the new St. Louis office which the company will open in the Laclede Gas Light Building there December 1, under the management of

(*Continued on page 34*)

A Real Sales Getter

A Revelation to the Housewife



A combination of a fine collection of old fashioned New England recipes in index form under their proper headings and a Portable Type Oven Thermometer.

Time and temperature directions given with every recipe.

"WHITTIER"

New England Cookery Guide and Oven Indicator.

Be prepared to meet the demand

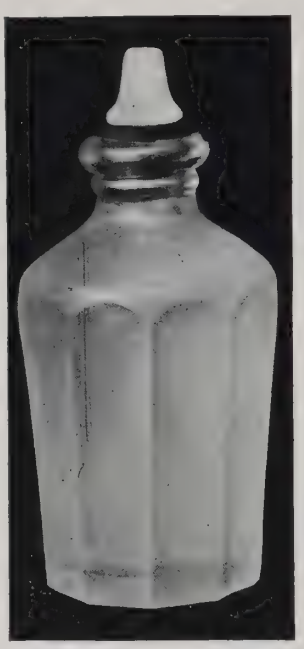
WRITE FOR PRICES

Cooper Oven Thermometer Company

No. 2 Main St., Pequabuck, Conn.

ATTENTION!

Hotel and Restaurant Supply Houses



Vinegar and Oil Bottle

$1.25 Dozen

Packed 10 dozen to barrel. Guaranteed first quality.

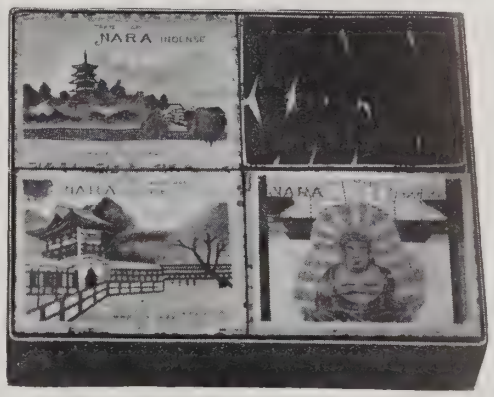
DESCRIPTION

Ten flutes, plain ground bottom, 3⅛ in. center diameter, height 5⅜ in. to top of neck, pierced cork and white porcelain tube.

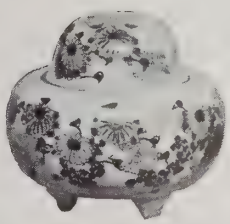
Having secured a liberal price concession in a large purchase from the Government am enabled to offer these fine bottles made by the McKee Glass Co. and other well known manufacturers at this very attractive price.

MORRIS SENDAR

291 Bowery Telephone Orchard 6077 **New York**



Oriental Incense and Incense Burners of All Descriptions



SEND FOR CATALOGUE

NARA TRADING COMPANY

32 UNION SQUARE NEW YORK

HERE IT IS!

We know you want our individual, economical

Sanitary Sugar Bowls

In 3 Sizes



for tray and cafeteria service but perhaps you did not know where to buy them. We will fill your orders direct, and without delay.

We guarantee these bowls as represented

Write for Catalog and Prices

The Sanitary Sugar Bowl Co.

Successors to Schoenheit & Pierce

Manufacturers

6230 Penn Ave., Pittsburgh, U. S. A.

In the Household Utility Aisle

ne Practical Aids for Easier and Better Housekeeping—Time Savers and Labor Lighteners That Appeal to Busy and Discriminating Housewives and Are Stocked by Progressive Merchants Who Are Alert to Supply What the Public Wants

By Beatrice Miller Wisner

A Beater That Beats All

/ith the popularity of light desserts, a practical beater quick service is a boon to the up-to-date culinary rtment. The "World Beater," manufactured by World Novelty Co., Elgin, Ill., is one of the most ndable beaters on the market. It is so simple in construction, yet so rapid in action, that every thoughtful housewife will quickly add it to her stock of kitchen utilities. This worthy product is operated by water power alone, by simply connecting it to any ordinary water faucet. It is easily attached, nothing to get out of order and will continue its operation while the faucet is on and will stop when faucet is turned off. The metal parts are rust proof, and if the glass jar should become broken it may be replaced by any ordinary Mason jar. For whipping cream, beating eggs or mixing batters, this beater will accomplish the task in very little time, in fact, it takes one minute to beat cream perfectly stiff. This beater may be put to a score of uses—mixing s, egg noggs, malted milk, etc., which formerly took minutes to accomplish perfect assembling of several dients. This beater will produce results more oughly and in less time with no cost. Its economic res and neat construction has commended it to users are on the lookout for a mixer which will produce cted and appetizing mixtures. The illustration e shows how easily this excellent beater may be at- d to the faucet and the simplicity of its construc- For circular explaining the "World Beater" ap- the above concern.



Sturdy Aluminum Ware

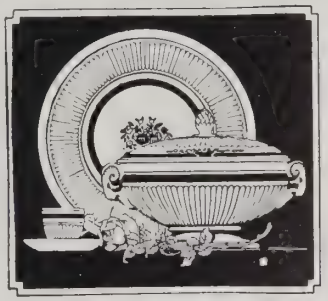
bstantial cooking vessels are the most potent factors e culinary department, and housewives are ever on utlook for aluminum ware at reasonable prices that stand the strain of constant usage. The Buckeye inum Company, Wooster, Ohio, are manufacturers ine of aluminum cooking utensils that have become hold words and have stood up under the test of hard wear. This aluminum ware is made in one piece pure 99 per cent. aluminum heavy gauge, beautifully polished with Sun Ray finish on the inside. Some of the staple numbers include: Cooker Roasters and Steamers, Bread Pans, Pitchers, Saucepans, Strainer Kettle, Shallow Stew Pans, Double Boilers, etc. The highest workmanship, pleasing finish and designs has popularized the Buckeye Aluminum Ware with the vast majority of users and established its prestige among discriminating buyers. Good Aluminum Ware is its own sponsor, hence the demand for Buckeye products.

Whittier Cookery Guide a Novelty Gift

There is no household aid more important to the kitchen department than a ready list of tried recipes, and one which is compactly and collectively arranged is one of the most useful and comforting sources of references for culinary equipment. But even with the best recipes, there can be no proficiency in cookery unless the oven temperature is accurately regulated for baking uses. In the Cookery Guide, offered by the Cooper Oven Thermometer Co., Pequabuck, Conn., there are both recipes for the convenience of the mistress of the household and also a portable thermometer to regulate accurately oven temperature, which is an absolute necessity in serving properly baked viands. More edibles are spoiled in the baking than can be recorded, but with the use of the "Whittier Cookery Guide and Oven Thermometer, consisting of Old Fashioned New England Recipes, indexed under their proper headings, there can be no chance of failure in baking to a degree of perfection on the part of the careful housewife. The illustration shows the outfit complete, which is neatly compiled and arranged. The portable Cooper Oven Thermometer packs so neatly in the box that the whole outfit can be transported with little difficulty to long distances. This New England Cookery Guide, would be a most appropriate gift and one which is recognized for its practicability and service. At a time when the servant question is at its height there could be no more welcome Christmas gift than these useful household aids.



On This Side of the Water



Crockery
China
Glassware
Gifts

WE search the markets of the world that we may offer you, on this side of the water, the china and glass which will most please you and your customers.

Not only do we have representatives in all the well-known china markets, but we reach out into the most remote corners of the globe that no opportunity may be lost for securing attractive china and glass at reasonable prices.

From 10,000 bins we supply your wants in Open Stock. Or you can purchase original packages if you prefer. You have all the benefit of our search in Europe, the Orient, and America right here in our own warehouse.

Because we import direct we are able to quote you attractive prices. By having our warehouse here we are able to make prompt deliveries. We have the worry of shipments, customs, etc. You get the benefit.

Jones, McDuffee & Stratton Corporation

Direct Importers and Distributors of Crockery, China and Glass

25-39 Franklin Street, Boston

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

HE gift shop business in New England has taken a boom, according to H. P. and H. F. Hunt Co., of Pearl street. New shops are springing up all the lots and in one centre, a part of one of the sub- in cities, three stores opened almost simultaneously. one great trouble is to get delivery before the holi-. Several novelty shops are already reported "sold for the holiday trade. The Paden City (W. Va.) s Co. are doing their bit toward making up the deficit, ever, by bringing out a new line of light cut ware. is especially suited for special sales propositions and some exceptionally good values for "dollar day" other bargain days. Novelty manufacturers are not ging out many new articles for the holiday trade but utting their energies into getting out their established . Soon after Christmas, however, they have prom- some new lines.

---

harles Emerson of Charles Emerson & Son of Haver- and Miss Crowley, buyer for A. G. Pollard & Co. owell, were among the week's visitors, and Carroll nson, buyer for Jordan Marsh Co., left for New to make it interesting for some of the scouts in the own.

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irty-three corporations have been chartered by the during the past week and among them are the pa Co., Milford, toys and novelties, capitalized for 00; E. S. Sparrow Co., Somerville, hardware, $18,- and the Suburban Hardware and Automatic Com- hardware, $10,000.

---

ert Ballard Hammond, well known in the Boston ery and glass trade, died Sunday at his home in ridge at the age of sixty-seven years. He had d for a number of years in Brookline but moved to ridge about five years ago. For many years he was ated with Richard Briggs & Company, but for the tive years he had been with the Jones, McDuffee & on Co. He was a member of the Boston City und is survived by his wife, who was Miss Mary Ide ston, and a daughter, Miss Mildred Hammond.

---

rles Baxter, of the La Salle Koch Co. of Toledo, known to most of us in this section as the buyer e Shepard Co. of Providence, was in town during ek on his eastern buying trip. He called on many old friends to whom he used to give nice orders time ago but was confined to New England prod- his activities. He is said to be on his way to York and expects to be home again by the middle t week.

Harry Wheeler has just received samples of the Emery Art Fruit line scented with the odor of the natural fruit, and is trying to get deliveries so the goods can be in the hands of the retailers for the Halloween trade. This represents a new departure in the display fruit line and the stuff is selling like "hot cakes".

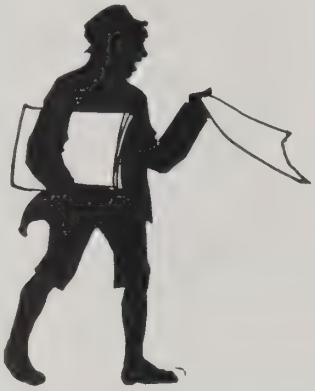
New England is said to be harder hit than any other part of the country in the coal situation, but with the usual "Yankee ingenuity" the shopkeepers are preparing to get under cover. Oil stoves are selling fast, of course, during the "'tween seasons" period, but the housewife, planning her own job, has established an unusual demand for the fireless cooker. Casey, Sheldon & Foster, Inc., at 60 India street, have arranged a very attractive exhibit of the Duplex Cooker in one, two and three-hole outfits with all the attendant dishes and containers ranging in price from thirteen to thirty-six dollars. Legs made to fit all the models put the cooker stove high and make it a piece of furniture and an asset rather than a liability, as it is in many kitchens. Roasts, a boiled dinner or beans, oatmeal or anything that is cooked in or on a coal range can be cooked in one of the cookers, in its own steam, and with all its own flavors and juices. The Duplex Cooker is made by the Durham Manufacturing Company of Muncie, Indiana.

New England Notes

The variety store of Mary C. Gifford, 751 Eddy St., Providence, R. I., was damaged by fire last week through a defective switchboard in the ceiling and considerable damage was caused before the blaze was extinguished.

Cheney's Variety Store, Dover, Foxcraft, Me., was recently damaged by fire which broke out in the rear of the store.

Fred. C. Reimer Co., Inc.
141 5th Ave., New York
REPRESENTING
"KRAUTHEIM" DINNERWARE
"THERESENTHAL" FINE GLASSWARE
"SCHIERHOLZ" ART GOODS
"ROYAL DUX" ART GOODS
"LUCCA" ART GLASSWARE
—WHITE CHINA—
STOCK—AND—IMPORT
(Phone Ashland 7032)



Here's Good News for You!

Second Chicago Exhibit

of

Glass, Pottery, Lamps and Housefurnishings

Feb. 5th to 17th, 1923

CONGRESS HOTEL

Held under the auspices of the Glass, Pottery, Lamps and Housefurnishings Association of Chicago (Not for Profit)

MANUFACTURERS!

You are cordially invited to show your line at the *Second Chicago Exhibit* which will be held Feb. 5th to 17th, 1923, at the Congress Hotel. More than 1600 buyers attended the First Chicago Exhibit, held Feb. 6th to 18th, 1922, at the Morrison Hotel. Orders for merchandise totaling $5,000,000 were placed.

Universal belief in the trade is that an infinitely greater number of buyers will consider it profitable to attend the *Second Chicago Exhibit*. One large concern alone has promised that it will place $1,000,000 worth of business at the Show.

The Manufacturers who show their lines are the ones who will book the orders and open new accounts. Applications for space for more than 150 lines of merchandise have been received. Do not lose another day in starting to make arrangements to show *your line*.

For sixteen page prospectus giving full information concerning the show, drop a line to Ira A. Jones, Secretary, Glass, Pottery, Lamps and Housefurnishings Association, 9 North Wabash Ave., Chicago, Ill.

BUYERS

Make your plans now to attend the *Second Chicago Exhibit* of Glass, Pottery, Lamps and Housefurnishings which will be held Feb. 5th to 17th, 1923, at the Congress Hotel. This Show will be the year's largest and best combined presentation of these lines. At a minimum outlay of time and expense it will be possible for you to see, under the same roof and under the most favorable conditions, more than 300 of the most representative lines in these four fields. Never has there been a better opportunity to buy the right goods at the right prices. You cannot afford to miss the *Second Chicago Exhibit* of Glass, Pottery, Lamps and Housefurnishings to be held Feb. 5th to 17th, 1923, at the Congress Hotel.

Make up your mind now to be one of the 2,000 or more buyers from all parts of the United States and Canada who will consider it profitable to inspect the show. For further details drop a line to Ira A. Jones, Secretary, 9 North Wabash Avenue, Chicago.



Congress Hotel. Seven floors containing 300 rooms have been reserved in this elaborate hotel for the Second Chicago Exhibit Feb. 5th to 17th, 1923.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

NO change in the pottery strike situation, and consequently no change in the wholesale pottery trade of Chicago during the past week. Jobbers are ast disposing of their reserved stocks, and retailers are alling for more dinnerware and fancy china pieces. Manufacturers' representatives are forced to become inctive on their pottery lines for the time being, owing o the shut-down at the potteries, although a few of them re booking orders subject to approval at the time ship ients can be made. Glassware, however, continues to nprove in demand, and the factories represented here re delivering large quantities of glassware for Holiday elling, as well as booking some "immediate shipment" nd "fill-in" orders.

There was a brisk retail trade during the past week, ith the weather more seasonable, and the public comencing to realize the approach of the Holidays. This the time of the year for great activity in entertaining, inner and dance parties, etc., and consequently the ouseholders are "filling in the holes" in their table serv e. Most of the Chicago retailers claim their stocks of nnerware are still in good shape, regardless of the strike the potteries, and many of them predict that with nall purchases of foreign goods, they will easily meet e demand when the Christmas rush arrives.

The Peterson Furniture Co., operating several retail ores in Chicago, will commence to repair and remodel e building just purchased, located at North Avenue and edzie. From $25,000 to $50,000 will be spent for alteraons to put the new store in readiness for the opening y.

Announcement of the annual meeting and election of ficers of the Gifts, Art Wares & Novelties Association, be held on October 26, at the Palmer House, was made st week by Secretary C. L. Geesey. Following the elecn of officers plans will immediately be launched for e Second Chicago Gift Show. The first show, held t August, was acclaimed a big success by the majority exhibitors. Two floors of the Palmer House were voted to the show, and buyers of gift merchandise from parts of the country were on hand to make stock lections.

The Modern Lamp & Shade Co. of Chicago has made light change in its organization, decreasing the number its directors from four to three.

The National Enameling and Stamping Co., Granite y, Ill., makers of the well-known "Nesco" Royal Granite Enamel Ware, recently broke ground for a new $1,500,000 sheet steel mill, and the plant is expected to be in readiness for production by July of 1923.

W. G. Mueller, of W. G. Mueller, Inc., New York, was in Chicago several days last week. Other visitors last week were: Dixon C. Sloan, Potomac Glass Co., Cumberland, Md.; Chas. Wideman, of the Quaker City Cut Glass Co.; Edward Downey, of the Brush-McCoy Pottery Co., and Mr. Snyder and Mr. Kennedy, representing the Roseville Pottery Co.

Henry Von Hagel, crockery and glass buyer for Sears, Roebuck & Co., Chicago's large mail order house, is now in the East visiting a number of factories and inspecting new lines.

The Florence Art Company, of 428 S. Wabash Avenue, manufacturers of lamps, shades and artistic housefurnishings, is to erect a four-story factory at 2161 N. California Avenue at a cost of $185,000. The increase in popularity of this line among retailers, resulting in growth of sales, has made it necessary for the company to expand its production, and rather than move into new quarters, it was decided that a building constructed for their own special purposes would more adequately meet the emergency. The new building will be constructed of brick and cover a ground area of approximately 200 by 100 feet.

The Rockford Art, Plate & Window Glass Co., of Rockford, Ill., has changed its name to the Rockford Plate & Window Glass Co., discontinuing the work they have heretofore done in art glass.

J. C. Althauser, pottery, glass and housefurnishings buyer for Althauser & Co., Dubuque, Ia., was in Chicago last week.

Adam Duvall, of the H. C. Fry Glass Co., came to Chicago last week on a selling trip.

H. E. Hoertkorn, who has been showing the Graham & Zenger line of china and glassware in Chicago for two weeks, closed his display in the Palmer House last Saturday. Mr. Hoertkorn, who has just returned from the Pacific Coast, reports conditions in the West as good. He has returned to New York, but expects to conduct a display at the Second Annual Exhibit of Glass, Pottery, Lamps and Housefurnishings in Chicago at the Congress Hotel next February.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

THE LIMOGES CHINA COMPANY
Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

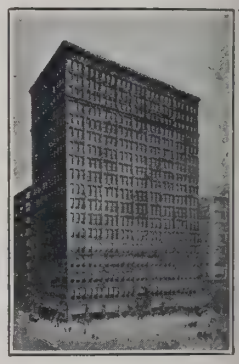
THE HAEGER POTTERIES, Inc.
Pottery of Distinction
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W. C. OWEN
17 No. Wabash Ave.

FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE

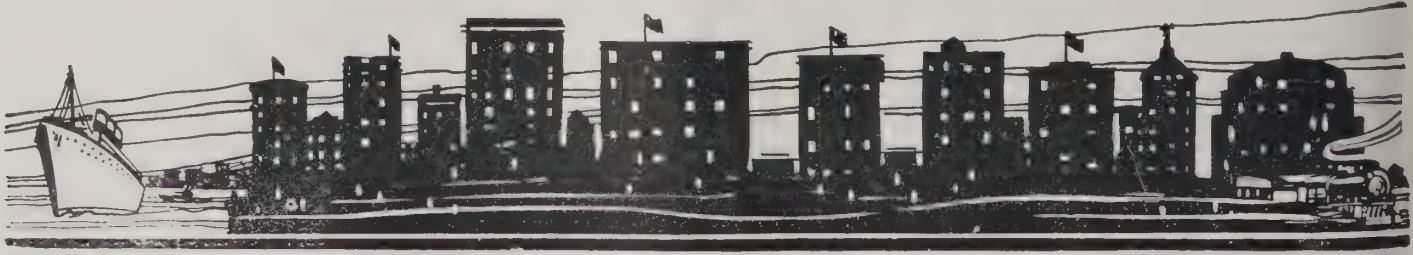


The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach the trade you want. Phone Wabash 860 for particulars.

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
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5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.
Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
Phone
Central 3497.



CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

While in Chicago Visit

STETSON CHINA CO.

1535-37 S. State Street
Phone Calumet 0876

We are prepared to make immediate shipments.

TO LET

Why not Move In?

Rent at Pre-War Level

EARL W. NEWTON

and Associates Announce

the removal of their display room from the Heyworth Bldg. to larger quarters in

THE BURLEY BLDG.

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Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.

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Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to

ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.

9 North Wabash Avenue
Chicago

REPRESENTING

Pope-Gosser China Co.
Seneca Glass Co.
Susquehanna Cut Glass Co.
The H. E. Rainaud Lamp Co.
Shepherd Co.
Wood-Art Co.
Evanridge Pottery

Plan Now to Visit the Big Buying Event in Chicago

2ND ANNUAL EXHIBIT OF GLASS, POTTERY, LAMPS AND HOUSE-FURNISHINGS

Congress Hotel—Chicago

Feb. 5 to 17, 1923

Last year 300 manufacturers exhibited and over 1700 buyers attended.

For further information write

IRA A. JONES, Sec'ty
9 N. Wabash Ave. Chicago



WANTED

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Live salesmen—for popular priced line of Aluminum Cooking Utensils—Commission basis. No objection to man selling Non-conflicting Lines—(Pottery, China, Glassware, etc.). Box 209, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

SALES CONNECTION DESIRED—Salesman of ten years' experience in glassware, novelties and allied lines wishes to connect with reputable firm. Box 212, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

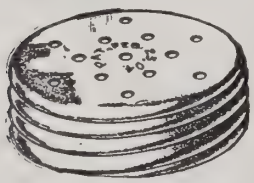
WESTERN SALES CORPORATION covering the Pacific Coast States with principal offices in San Francisco, Cal., are desirous of representing a thoroughly first-class glass line and also cooking ware in their territory. Address Box 210, care CROCKERY AND GLASS JOURNAL.

PARTY conducting a Manufacturers' Sales Agency can spare desirable desk room and office space at moderate rental. Apply American Manufacturers' Co., 23 East 26th St., Philadelphia, Pa.

BUYING ORGANIZATION consisting of high calibre buyers, containing China, Glass, Hardware, Toy, Housefurnishings, Notion departments, desires to make connection with large concerns to do their buying in New York market, also have foreign representation. Write for details for immediate or 1923 connection, Mercantile Research, 321 Broadway, New York City.

WELL KNOWN FIRM with every facility for doing a volume of business desires to add a good medium-price line of decorated glassware. Address Box 211, care CROCKERY & GLASS JOURNAL.

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Celluloid "Salt and Pepper" Caps

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We carry about fifty stock sizes of caps; and are also prepared to supply special sizes to order. Write us for prices and samples.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF GLASSWARE.

Lamp Chimneys, Lamps, Lantern and Fish Globes, Shades, Founts, Towel Bars. Cane, Tubing. Gas and Electric Globes in all COLORS. Private Moulds Worked.

FACTORY:
255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

Glass Factory Activities

(*Continued from page 25*)

J. Donald Fisher. Mr. Fisher will continue to travel the southern and southwestern territory as has been his custom, but from the St. Louis office instead of direct from Pittsburgh.

Demand for all lines of glassware is active. One plant in this district, specializing on decorated novelty-ware is oversold for 1922 delivery, and no more orders are being accepted. Blown and stemware is in heavy request, while the demand for staple and table glass-ware is improving right along. However, this increase in business is seasonable, distributors seeking ample stocks for the late fall and holiday trade. Factories are busy throughout the district, also those in the West Virginia territory.

What the Potteries Are Doing

(*Continued from page 23*)

these toilers, the song of the suffering may ere long be heard. Faint echoes of the song are now audible.

This is the situation in the generalware pottery industry today. To many workers $10 per week is being paid. To others, nothing. The dawn of winter is nigh. Today, there is no prospect of an early resumption in the generalware industry.

The Four Standards

(*Continued from page 15*)

the customer and by observation discover which of these standards is the most important. This is the key to making the sale. Think it over and if you are not hitting the nail on the head as many times as you would like, analyze the four standards, apply it to your customers and it may help in selling more goods.

Importers Want Change in Working Regulations

The National Council of American Importers & Traders, Inc., forwarded to the Secretary of the Treasury last week the following telegram:

"On behalf of 500 members of the National Council of American Importers & Traders, Inc., we respectfully request that the special marking regulations in the new tariff law be held as not applying to goods shipped prior to the enactment of this new law and to such goods which were in the process of manufacture at the time the new law became operative.

"Unless the law is modified to this extent it will cause severe hardship to importers who through no negligence on their part have had no opportunity to comply with the changed regulations. Goods are now being held up at the Port of New York due to non-compliance with regulations and we respectfully urge that this matter be given consideration so that these merchants will not be penalized for something not within their control."

S. S. Kresge to Redeem Notes

The S. S. Kresge Co. announced last week that it will redeem on January 1 next all of its outstanding 7 per cent serial notes, due January 1, 1923 to 1826 inclusive. They are part of an issue of $3,000,000 originally offered in July, 1920. The company expects to have 212 stores in operation by the end of this year.

ESTABLISHED 1869

BLACK OXIDE COPPER
GREEN OXIDE CHROME

B. F. DRAKENFELD & CO., INC.
50 Murray Street, New York Potter's Savings & Loan Building, East Liverpool, O.

The Roessler & Hasslacher Chemical Company NEW YORK
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Liquid Bright Gold
Overglaze—Colors—Underglaze
Liquid Lustre Colors—Oxides and Bodies for Decorating and Coloring

CHEMICALS
Minerals and Oxides
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Pottery, Glass, Enameled Ware, Tile, Clay Products

Fac-Simile of Label. "Made in America."

America's Leading Ceramic Material House

Highest Grades.

Bryce Brothers Company
MOUNT PLEASANT, PENNSYLVANIA

Manufacturers of
Blown Lead Glassware
In Crystal and Colors

NEW YORK OFFICE, 240 FIFTH AVENUE
Representative, J. Duncan Dithridge
BOSTON OFFICE, ROOMS 3-4, YOUNG'S HOTEL
Representative, Robert W. Corey

TRAVELING REPRESENTATIVES:
W. H. Duval Myric W. Bryce Harry C. Smallwood

Correction

hrough error in the retail store notes in our last sse, the name of H. J. Moscovitz was given as the buyer f hina of Abraham & Straus, when everyone in the ra e knows that Langley Hawthorn is the efficient man n harge. In the mention of the sale at H. C. F. Koch o., E. A. Ardrey is given as buyer of china, glass- va and lamps. This should read Thomas Attridge, u r of china, glassware and lamps, and E. A. Ardrey, u r of housefurnishings. We apologize to the three ei emen involved.

Venezuela China Imports

Prior to the war, china and porcelain ware came almost entirely from Germany. Since 1920 Germany has been trying to retain the ground lost. The United States and England now occupy the position formerly held by Germany. A very high quality of wares is also being imported from France. The firms of Edw. A. Santana & Co. and Guinand Hnos, Caracas, Venezuela, are the largest dealers in china and porcelain. The customs duties are 0.75 Bolivar per gross kilog, plus 55 per cent. and a surtax of 1 per cent. The usual terms are six months' credit.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, *Successors, 67-69 Irving Place, near 18th St.*
Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, *35-37 West 23d St.*
Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., *73 Barclay St.*
"The Dinnerware House of America."

L. D. BLOCH & CO., *37-41 East 18th St.*
Importers of China and Glass, Mfrs of Lamps, Shades and Novelties.

CONTINENTAL CERAMICS CORP.
Representing F. Thomas-Marktredwitz and K. P. M., Waldenburg. 149 Fifth Ave.

COPELAND SPODE CHINA AGENCY, *43 West 23rd St.*
Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., *14 Barclay St.*
English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., *135 Fifth Ave.*
Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, *43 Murray St.*
Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., *920 Broadway, corner 21st St.*

HAVILAND & CO., *11 East 36th St.*
The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, *39-41 West 23d St.*
Ahrenfeldt French China.

MADDOCK & MILLER, *39-41 West 23d St.*
Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, *Importers and Commission Merchants, 108 East 16th St.*
Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., *105-107 East 16th St.*
Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., *53-57 West 23d St.*
Japanese Goods.

LA PORCELAINE LIMOUSINE, *39-41 West 23rd St.*
Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., *184 Fifth Ave.*
King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co., Ltd., earthenware. Telephone, Gramercy 6626.

WM. S. PITCAIRN CORPORATION. *104 Fifth Ave.*
Grindley, Doulton. Furnival.

The Fifth Avenue Building



Uptown Headquarters for the
Pottery Glass China Metal Goods and Housewares Trades

BUYER'S BUREAU INC.
INFORMATION
on
CHINA—GLASS—SILVER
Room 415, Fifth Ave. Bldg.
Telephone: Gramercy 6413

ROSENTHAL CHINA CORP.
Representing Rosenthal Selb. Ploesberg and Kronach. 149 Fifth Ave.

PAUL A. STRAUB & CO., *105-107 Fifth Ave.*
Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., *96 to 102 Church St.*
A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, *42, 44, 46 Warren and 116 Chambers Sts.*
Importers and Manufacturers.

TAIYO TRADING CO., Inc., *101 Fifth Ave.*
Successors to Takito, Ogawa & Co. and the Tajimi Co. Japanese and Chinese Goods. Catalogues upon application. Tel.—Stuyvesant 3823. Chicago Office, 327 West Madison St.

B. TOMBY, Inc., 9 East 47th St., *Representing:*
Royal Berlin, Royal Dresden, Lorenz Hutschenreuther, Koenigszelt, Paul Mueller, Royal Nymphenburg, Reinhold Schlegelmilch, Royal Karlsruhe Majolica.

JUSTIN THARAUD, *24 West 23d St.*
Sole agent for L'Union Ceramique, Limoges, France.
Myott, Son & Co., Hanley Staffs, England. Poszellanfabrik Fraureuth, Saxony. Telephone Gramercy 5150.

VOGT & DOSE, *65 Barclay St.*
Open stock dinnerware patterns. White China for decorating.

J. H. VENON, Inc., *104 Fifth Ave.*
Martin China, Limoges; Gustafsberg China and Earthenware, Sweden; Kosta Crystal, Sweden; Rorstrand China and Earthenware, Sweden.

KENNARD L. WEDGWOOD, *255 Fifth Ave., between 28th and 29th Sts.*
Josiah Wedgwood & Sons, Ltd. Telephone Madison Square 7429.

DOMESTIC GLASSWARE

BONITA ART CO., *Cox & Company, Representatives, 120 Fifth Ave.*
"The House of New Ideas." Cameo Etchings and Encrusted Coin Gold.

CAMBRIDGE (O.) GLASS CO., *New York Salesroom, 184 Fifth Avenue.*
Manufacturers "Nearcut" tableware, thin blown tumblers and stemware.

DIAMOND GLASSWARE CO., *Fredk. Skelton, Representative, 200 Fifth Ave.*
Colored and Iridescent Glassware.

ECONOMY TUMBLER CO., *Morgantown, W. Va. Cox & Co., Representatives, 120 Fifth Ave.*
Fine blown tumblers and stemware.

FOSTORIA GLASS CO., *141-147 Fifth Ave.*
Pressed and blown glassware. John Nixon, Representative.

GILLINDER & SONS, Inc., *224 Fifth Ave.*
Lighting glassware, glass specialties.

LANCASTER (O.) GLASS CO., *Fred Skelton, Representative, 200 Fifth Ave.*
Pressed ware, lamps, tumblers and novelties.

UNITED STATES GLASS CO., *Albemarle Bldg., 24th St. and Broadway.*
Pressed and blown glassware.

LAMPS, SHADES AND LIGHTING GLASSWARE

ARMOR BRONZE CO., *Factory, Garwood, N. J. Showrooms, 236 Fifth Ave. and 67-69 Irving Place.*
Manufacturers of metalized lamps, lighting fixtures, art objects, bookends, etc.

ESTABLISHED IN 1874

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The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

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VOL. 95 NOVEMBER 2, 1922 No. 18

AS THE EDITOR SEES IT

THE FALL AND WINTER PROSPECT

BUSINESS is better today and it is being conducted on a broader scale and there is a decidedly better feeling among buyers and distributors. And there every reason to regard the immediate future as a period good business, if not one of large business. A parcularly encouraging factor is that of the heavy gain in ade throughout the West in response to farm buying. his will be reflected in the forthcoming statement of les of a wide variety of merchandise, including many -called luxury lines, in the reports of two big mail order uses. In fact the October sales of Sears, Roebuck & o. show a substantial gain over last October, the volne for the month being about 20 million of dollars. les of Montgomery Ward & Co. also show a big inease, the total sale volume being well over 9 million of llars.

WITH a revival of farm buying there is noticeable a well marked improvement in retail trade. Fall ling campaigns are now being undertaken on a larger ale by the leading stores and the response of the public s been highly encouraging. In the wholesale market, ockery and glassware continue in active demand, despite e strike holding up deliveries of domestic ware, and mbargoes on the railroads which are delaying shipments. ouse furnishings are enjoying seasonal activity and busiss in toys and novelties is good with many buyers in est of merchandise.

N response to a letter of inquiry sent out by the Merchants Association of New York in connection with the celebration of its twenty-fifth anniversary, several thousand answers have been received and these letters show that sales are increasing, prices holding firm and good demand in all lines is the rule and not the exception. Considering these as well as other factors, we see every reason for viewing the prospect for fall and winter business with optimism. While not all merchants are looking forward to the return of the free spending season of war years, practically all who are associated with the distribution of goods believe that the retail holiday trade will be good this year, which means that it will be better than last year.

JUST now there is a tentative move to increase prices in practically all merchandising lines. In some quarters a kind of testing out is now under way to discover how the public will react to higher prices. The tariff has already increased prices in some lines due to increased rates, and it is inevitable that before very long other lines must advance. Prices are, in fact, in the initial stage of stabilizing at higher levels and this includes practically everything in merchandise. How high they will go depends upon the consumer. If the rising prices check buying, to any extent, they will be scaled down sufficiently to move the goods. However, as the public demand is now quite generally underrated, there seems every indication that a fair increase in prices will be accepted by the public without protest. The prospect for Fall and Winter Business is Good.

Well Planned Ads Are Harbingers o Sales

Publicity System of Modern Store a Big Factor in Selling—How One Fast Growing Ne York Department Store is Doing It, as Told by its Advertising Manager

NOT the least important of the many systems which go to make up the routine of the modern department store is that pertaining to advertising. The method used by one of the leading New York department stores was described recently by its advertising manager.

Our present system of advertising is the result of years of experiment, he said, and while there are many different ways of solving the problem of letting the consumer know what the store is offering, the method we use has been found productive of excellent results.

We plan our advertising on the premise that there are certain days of the week on which it is best to advertise particular kinds of merchandise.

On Saturday our advertising is generally small, if we do any at all, and it is confined to some single line of merchandise. This varies from time to time. There may be variations from this schedule occasionally, but in the main it is adhered to closely.

In our advertising we have found it of marked importance to have all of the lines advertised of a kindred nature. It does not pay, we have found, to make selections of items which are not related, as it gives a haphazard appearance to the advertisement.

Through the use of the definite policy outlined above the store buyers know on which days of the week they are to have space. The advertising office sends them a form asking the date on which publicity is desired and the lineage wanted. The total lineage they think they will require during the month is also requested. This form is sent out before the eighth of the month for the succeeding one; for instance, before October 8 for the month of November. When all of these forms from the buyers are in they are surveyed in relation to the advertising appropriation which the store has made. Each department will receive a certain proportion of it, based on the previous year and taking into account the amount spent then for advertising. The percentage of sales, together with the total that will be spent this year, is also taken into account. The advertising manager then cuts or increases the amount which the buyers have signified they desire.

For the purpose of assembling these figures into orderly fashion, so that a schedule may be prepared, the buyers' requests, as passed on by the advertising manager, go to a clerk who fits them into an outline for the month. Thus the department knows just where it stands as far as disposal of space goes for the next month.

The buyers have these schedules in their hands by the 25th of the month preceding the one in which they are to advertise. It is then an easy matter for them to figure out when they must send up their descriptions for guidance of the copywriters. This is done one v prior to the day of publication.

With a keen merchandising sense the buyers are c upon to select the goods they want to bring to the a tion of the consuming public. On specially prep forms they describe the articles, giving all of the esse data, the price and whether it is a special purchas reduced for the occasion. They must also tell whethe merchandise is in the store or not. This is neces because it sometimes happens that a special purchase been made that will not be delivered before a ce time, and the advertisement must then be held up the goods arrive.

Under our system we have different copy writers various lines. There is, for example, a writer for a the so-called "ground floor" merchandise. For ho furnishings another special writer is provided, and s

With all of the data submitted by the buyers be her, the art director's assistant makes a tissue layout spaces being arranged in accordance with the lin schedule previously drawn up.

From now on the process is simpler. The art wo arranged for, being given to "free-lance" artists. gives greater variety and freshness than is pos through the employment of a regular staff artist. drawings are in all cases made from actual merchan

At the time the sketches are made the copy w receives the tissue layout already prepared. Intelli and persuasive copy is written to fill in the space fo text. We believe in clean, uncrowded reading ma which is appealing to the eye. The copy is then not for the respective places accompanying the illustra and goes to the production manager for approval. size and kind of type is indicated, the art work is sembled and the combination is then sent to the st private compositor. This man makes the line cuts the illustrations and sets all of the text type by hand.

In order to preclude the possibility of error, proof distributed to each copy writer for careful reading closer check is achieved by cutting up the advertise into sections and sending them to the particular bu concerned.

Then a unique thing is done. The sections of proofs are given to our staff of shoppers and the p mentioned in them are compared with those for sim merchandise in other stores. If necessary, the p may be revised according to the dictates of competi The shoppers turn the sections in by Friday noon in of Sunday publication.

The final step before giving the advertisement t

wspapers is to have press proofs "pulled" on glazed per. One of these goes to the engraver, and a zinc ate is made from it. The other is kept for the office es. The plate then goes to the newspapers.

When the proofs come back from the newspaper offices, copies are sent to the section managers, who have the salespeople in their respective departments read them in order to be able intelligently to serve their customers.

The Crockery and Glass Trade in Europe

ews of the Foreign Producing Centers Gleaned from Authentic Sources and Showing Trade Condition in Leading Manufacturing Sections on the Continent

German Pottery and Glass Production

The German porcelain industry is suffering from the bor supply of coal, which is hardly sufficient to satisfy 5 per cent. of its needs in coal and 70 per cent of requirements in briquettes. The manufacturers find themselves bliged to import British coal, which augments their working costs very considerably. During April of this year the rice of German kaolin was about seventy times the pre ar price, and the quotation for Bohemian kaolin was he hundred times the pre-war cost. Since that date the ost of material has gone up in proportion to the fall in e value of the mark. Exports of porcelain crockery mount at present to 47 per cent. of the normal production against 60 per cent. in pre-war days. Demand for orcelain in the interior is increasing, however, and home rders have tripled in comparison with last year's trade, hile foreign orders remain on the 1921 level. Activity still very great in all branches of the glass industry lthough various strikes have come to an end, works are nable to fill all their home and foreign orders. The Central German Hollowware Syndicate has increased the xtra charge at the end of invoices from 250 to 400 per nt. for all ordinary articles, and from 275 to 450 per nt. for seladon, opal and colored glass goods. According to the "Berliner Tageblatt" for Aug. 26, a community of interests contract has been concluded between he Union of German Factories for Glass Instruments situated in Ilmenau, and the Union of Thermometer and lass Instrument Factories in Roda. An arrangement as been made with the Glassworks Schott und Genossen Jena, Gustav Fischer in Ilmenau, Greiner & Friedrich Stutzerbach, that the glass tubes manufactured by hese factories shall only be sold to the firms belonging both Unions.

The Italian Glass Industry

At the present moment the Italian glass industry is in very uncertain state, and business is suffering from partial paralysis. The syndicates and trusts have lost their ower, and firms are working once again according to heir individual requirements. A large percentage of the ifficulties from which the industry is suffering is due the bad fire-resisting powers of the materials used; reakages and accidents caused by the bad materials of which the furnaces are constructed have led to repeated interruptions of work, and production has naturally fallen off. The Società An. Bottega di Pietro Chiesa, Milan, has been formed with a deal in artistic glass work and to represent foreign glass firms.

Crisis in the Czecho-Slovak Glass Industry

The sudden rise in exchange has thrown out of employment more than 4,000 glassworkers, says a recent Department of Commerce report, and no less than 7,000 are working only part time, as a result of the prevailing industrial crisis, according to one of the heads of the Union of Glass Manufacturers at Prague. Some newspapers report that the number of unemployed in the glass industry has already reached 12,000 and is increasing daily. Many factories have announced that they will be compelled to stop work entirely in the near future unless relief in some form is immediately forthcoming.

Glass factories in Czecho-Slovakia are finishing orders placed last year and early in this year, but practically no new business is being placed, because the countries with a very low rate of exchange can not buy and the manufacturer does not care to sell to countries having a high exchange, such as the United States, since the fixed rate of exchange does not allow him to get enough crowns for the dollar to make the business locally profitable. Consequently some factories have already materially reduced their output.

Czecho-Slovakian Exports to the United States

The value of declared exports from Czecho-Slovakia to the United States for September, 1922, was 47,592,000 crowns, as compared with an August total of 58,714,432 crowns, writes Consul C. S. Winans, of Prague. The quantity and value of earthenware was 460,000 lb. valued at 2,699,000 crowns; and glassware 542,000 lbs. value 7,256,000 crowns. Exchange on the Czecho-Slovakian crown during September was about 3 cents.

Hungary to Have China Plant

The high rate of the Czechoslovakian currency has caused considerable Hungarian interest in the possibility

of manufacturing locally the clay and chinaware now imported from Czechoslovakia. The Budapest Magyar Tozsde reports that the Hungarian General Credit Bank, which is particularly interested, has purchased a site for the construction of such a factory.

U. S. China Exports for August

Domestic exports of china and porcelain for the month of August show, according to figures compiled by the Department of Commerce, an increase in quantity and value from the figures of July. The increase in the value of exports of table, toilet and kitchenware, exclusive of sanitary and chemical wares, is $25,346. The figures for the month of August just published follow:

DOMESTIC EXPORTS OF CHINA AND PORCELAIN FROM THE UNITED STATES BY COUNTRIES

Countries	Table, Toilet or Kitchen Ware Pounds	Dollars	*Other China & Porcelain Ware Pounds	Dollars
France	—	—	70	70
Italy	200	200	35	12
Sweden	—	—	16	25
Switzerland	37	56	—	—
England	118	60	26	12
Canada—				
Maritime Provinces	2,481	681	860	83
Quebec & Ontario	28,366	5,682	5,310	2,092
Prairie Provinces	3,041	623	780	124
Brit. Col. & Yukon	113	100	905	247
Honduras	240	49	—	—
Nicaragua	90	45	—	—
Panama	538	95	100	40
Salvador	40	64	—	—
Mexico	3,718	1,155	706	337
Newfoundland & Labrador	—	—	472	114
Bermuda	223	61	227	63
Jamaica	—	—	148	38
Trinidad & Tobago	212	23	—	—
Other Brit. West Ind.	275	124	—	—
Cuba	3,496	1,188	2,548	1,006
Dominican Republic	20	14	157	56
Dutch West Indies	—	—	35	25
Haiti	—	—	136	35
Virgin Islands of U. S.	134	39	—	—
Argentina	—	—	30	317
Brazil	28,745	4,879	120	150
Chile	—	—	4,000	327
Colombia	1,228	177	80	22
Peru	—	—	3	2
Venezuela	1,957	267	—	—
China	102	95	—	—
Japan	443	186	—	—
Philippine Islands	115	65	—	—
Russia in Asia	60	19	—	—
Australia	1,160	235	—	—
French Oceania	100	15	—	—
Belgian Kongo	—	—	45	156
British South Africa	—	—	1,368	473
Egypt	125	50	—	—
Total	77,277	16,247	18,177	55,826

Retail Business Growing

Further proof that the consumer demand is expanding in the metropolitan district was the assertion of the credit man for one of the big local department stores last week that during the first two weeks of this month, the net charge business done was over 35 per cent. more than in the same period a year ago. Cash sales also showed a gain during the same interval. Further than this, applications for charge accounts showed an increase in number. Returns of goods declined somewhat, which had the effect of increasing net sales. Collections were reported from fair to good.

Exports of Glassware

DOMESTIC EXPORTS FROM THE UNITED STATES BY COUNTRIE FOR JULY, 1922

Exports of glassware for the month of July show a de crease in value over the month of June, the decreas in table glassware amounting to $3,198, glass container $34,635 and lamps and illuminating glassware (excepting globes and shades) $7,419. Figures for the month b countries follow:

Countries	Table (bottles, vials and jars)	Table glass-ware	Lamp chimney lantern globes	*Lamp & othe illumi-nating glass
France	394	—	—	—
Germany	8	—	—	—
Italy	—	—	—	37
Netherlands	—	619	—	—
Portugal	—	—	6	—
Sweden	63	—	—	—
England	29,525	17,580	—	12
Scotland	—	1,698	—	—
Canada—				
Maritime Provinces	3,199	622	56	11
Quebec and Ontario	52,656	12,670	332	6,23
Prairie Provinces	15,909	2,216	50	89
Brit. Columbia & Yukon	7,561	979	19	78
British Honduras	194	137	132	—
Costa Rica	661	166	17	11
Guatemala	1,286	368	232	2
Honduras	2,034	497	82	7
Nicaragua	38	261	52	18
Panama	501	788	516	24
Salvador	103	—	48	—
Mexico	18,077	17,920	2,499	2,00
Newfoundland & Labrador	546	117	172	—
Bermuda	137	169	46	—
Barbadoes	4	531	25	
Jamaica	202	32	171	29
Trinidad and Tobago	689	493	—	15
Other Brit. West Indies	8,829	215	134	6
Cuba	22,045	31,953	2,195	94
Dominican Republic	96	1,741	502	—
Dutch West Indies	303	19	23	2
French West Indies	—	—	184	—
Haiti	47	120	153	9
Virgin Islands of U. S.	—	64	50	6
Argentina	7,464	3,237	1,041	1
Bolivia	72	—	261	—
Brazil	1,365	828	1,729	—
Chile	610	1,156	987	—
Colombia	2,419	1,939	359	40
Ecuador	54	951	401	10
British Guiana	46	43	108	19
Dutch Guiana	—	22	21	5
French Guiana	—	—	10	9
Peru	218	848	570	82
Uruguay	660	203	260	—
Venezuela	703	2,319	70	11
British India	4,272	328	4,835	78
Ceylon	125	—	—	46
Straits Settlements	212	—	3	—
China	829	1,092	23	4,11
Chosen	—	—	47	—
Java and Madura	213	—	416	—
Other Dutch East Indies	943	350	—	—
Hejaz, Arabia, etc.	—	—	—	42
Hongkong	28	31	—	—
Japan	286	594	31	6
Philippine Islands	5,958	559	52	4
Siam	272	—	—	—
Australia	2,593	8,951	899	1,07
British Oceania	—	—	208	5
French Oceania	71	21	13	—
New Zealand	4,012	3,393	598	2
Other Oceania	6	—	147	34
British West Africa	—	—	331	19
British South Africa	14,285	805	872	20
British East Africa	—	93	504	—
Egypt	182	—	8	—
Other French Africa	—	—	151	—
Portuguese East Africa	—	—	6	—
Total	213,005	119,738	22,657	22,43

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

OTTO JAEGER, head of the Bonita Art Co., Wheeling, W. Va., is a visitor in New York this week, conferring with his New York representatives, ox & Company, as well as attending to other business r the factory. One of the pleasures he always enjoys re is the opportunity of seeing so many of his old ends in the local trade, as well as visiting his relatives the city. As is generally known he was connected with e china and glassware business here for many years, fore going to Wheeling. In speaking of the factory, said he was planning to branch out considerably next ar, having just completed a new 74-foot lehr, which ll give the concern just double their former capacity, addition to the various other improvements in the ildings, etc., that will greatly increase the entire effi- ncy of the plant. The concern's selling force has also st been augmented by the appointment of the Triangle les, Ltd., of San Francisco and Los Angeles, Calif., io will have charge of all territory from Denver west.

Walter B. Kewr, president Iroquois China Co., Syrase, N. Y., who visited the ceramic department of the nited States Bureau of Standards, Washington, last ek, stopped over Friday as the guest of D. King Irwin, company's New York representative.

W. S. George, president of the W. S. George Pottery ., East Liverpool, was a visitor in the city last week, nferring with H. Benedikt, the company's representa e in the New York district. Mr. George said there s no change in the strike situation so far as he was ormed.

John E. Postley, of Chas. A. Postley & Son, is on the d this week in the interests of his firm, calling on the usefurnishing trade in Philadelphia and Baltimore.

K. P. Lockitt, representative of the Libby Glass Mfg. ., who has been ill for the past five weeks, returned the selling game last Monday and is now covering the ger cities in New England and New York State.

Robert M. Slick, buyer of china, glassware and housenishings for the G. M. McKelvey Co., Youngstown, and Leon Koster, buyer of china, glassware and usefurnishings for Katz & Goldsmith, Braddock, Pa., re in the market this week placing orders for their ins. Both report that business is good.

George Izen, china buyer for Meyer Bros., Paterson, J., was in the market last week on one of his numerous visits to the market in search of goods for his concern.

Lee Schoenthal, buyer for Gimbel Bros., returned last Saturday from Mt. Clemons, Mich., feeling like a new man after undergoing three weeks of treatment at this well known health resort. He says it is a long time since he has felt as well as he does at the present time.

J. W. Horne, buyer of toys for Kaufman Department Stores, Pittsburgh, has arrived in Germany, accompanied by his daughter. After visiting the chief manufacturing centers of Germany he contemplates visiting France and return home by way of England about the first of December.

W. D. Davis, buyer for Loveman, Joseph & Loeb, Birmingham, Ala., who has been in the market for the past week, reports that he has ended a particularly successful visit, buying china, glassware, housefurnishings, dolls, toys and novelties.

For the third time in a period of seven months the safe in Woolworth's 5 and 10-cent store at 1484 First Avenue was blown open some time after closing last Saturday night. There was about $1,500 in the safe and while it was badly battered the burglars were frightened away before they had an opportunity to open the inner doors of the safe.

Salesmen's Association Hold Meeting

At a meeting of the Board of Management of the Pottery, Glass & Brass Salesmen's Association, held last Friday at the Crockery Board of Trade rooms, Joseph Hinsberger, of the Rock Crystal Glass Co., West Hoboken, N. J., was elected to membership. After a discussion of plans for fixing the date of the annual banquet, it was decided to call a special nominating meeting of the Board of Management on November 10, for the election of officers of the Association in December for the ensuing year. Tentative plans for the banquet to be held at the Hotel Astor in February, 1923, were discussed but it was decided to discuss this matter more fully at the November meeting.

Hotel Supply House Issues Handsome Booklet

The Duparquet, Huot & Moneuse Co., the well-known hotel supply firm, has issued an unusually artistic booklet illustrating a few selected numbers of their large stock

of china, glass and silverware. The booklet is very handsome, with a two-tone gray cover printed in black and gold and inside pages in gray tint and gold marginal lines enclosing the illustrations, with the china shown in full colors.

George E. Anthony and His Son Leon to Open Retail Business

Widespread interest will be manifested in the announcement made this week by George E. Anthony, for so many years identified with the china and glassware business, as one of the trade's most prominent and successful buyers, that he is about to launch out in business for himself. He will have associated with him in his venture his son Leon, who is also well known among the younger generation of buyers, having until his resignation a few months ago, been manager of the china and glassware department of the J. L. Hudson Store, Detroit, Mich.

As is of course well known, the elder Anthony was for many years in charge of the china, glassware and lamp departments for Frederick Loeser & Co., Brooklyn, until he was forced to retire about two years ago, on account of a general breakdown in health. After several months of rest, having been restored to his normal self, the trade has been much interested as to what his future plans would be, assuming that a man of his past record of successful accomplishment and in the very prime of life, would quite naturally affiliate himself again, in some branch of the business. Various rumors have been afloat for the past year as to his future intentions, all of which, judging from the following announcement, would seem to have been without foundation.

On or about December 1st he will open a high-class china, glassware and gift shop business at 293 Livingston Street, Brooklyn, under the name of Anthony's, Inc. The street on which he will locate is generally regarded as the Madison Avenue of that Borough, it being where the better class of shops of the principal business section are situated. All of Brooklyn's department stores run through from Fulton Street to Livingston Street, on which they have all entrances.

Mr. Anthony purchased the spacious two-story building in which the business will be located two weeks ago, and it is now in the course of extensive alterations, to make it adaptable for his purposes. The back entrance of the building is on Grove Street, where all deliveries will be made. From here an elevator will carry all incoming goods to the stock department in the basement.

The first floor of the store will be utilized for gift china, glassware, clock, silverware and novelty departments and the second floor will be devoted to the dinnerware, furniture, specialty and lamp departments. Access to this floor may be had from either an elevator or stairway.

It is the Messrs. Anthony's purpose to conduct the store on as fine a basis as possible, handling only the better grades of imported and domestic goods which will naturally appeal to a more or less exclusive clientele.

No firm could possibly start out under more favorable auspices. The combined abilities of both gentlemen in buying and selling experience, together with the fine location they have secured makes their success seem assured.

Buyers in New York

OCTOBER 26, 1922

W. W. Dodge, housefurnishing goods, J. G. Myers Co., Albany, N. Y., 220 Fifth Ave. (F. Atkins), Brotzell.

J. R. Irwin, china, glassware and lamps, Boggs & Buhl, Pittsburgh, Pa., 1140 Broadway.

W. H. Lawrie, mdse., manager, J. N. Adams Co., Buffalo, N. Y., 15 West 39th St.

Louis Herrup, housefurnishings, Louis Herrup, Hartford, Conn., Pennsylvania.

S. G. Harwood, housefurnishings, Carson, Pirie & Scott, Chicago, Ill., 404 Fourth Ave.

OCTOBER 27, 1922

W. W. Taylor, housefurnishings, D. M. Read Co., Bridgeport, Conn., care D. G. Alliance, 404 Fourth Ave.

C. Sharpe, china and glassware, J. N. Adams & Co., Buffalo, N. Y., 16 West 39th St.

W. B. Shockley, toys, housefurnishings, china and glassware, J. B. Ivy Co., Charlotte, N. C., Pennsylvania.

Miss E. Brennan, china, glassware and lamps, Rothschild & Co., Chicago, Ill., 448 Fourth Ave.

M. Baster, china, LaSalle & Koch, Toledo, O., 225 Fifth Ave.

W. R. Hume, housefurnishings, Woodward & Lathrop, Washington D. C., 370 Seventh Ave. Room 1701.

OCTOBER 30, 1922.

G. A. Ford, toys, Montgomery Ward & Co., Chicago, Ill., 309 6th Avenue.

J. L. Sommer, mdse. manager, Wurzberg D. G. Co., Grand Rapids, Mich., 32 West 35th Street (Jay Co.).

OCTOBER 31, 1922.

W. B. Stanton, housefurnishings and toys, Stewart & Co., Baltimore, Md., 16 West 39th Street.

L. J. Koster, housefurnishings and toys, Katz & Goldsmith, Braddock, Pa., 33 West 32nd Street.

W. H. Lawrie, mdse. manager, J. N. Adam & Co., Buffalo, N. Y., 16 West 39th Street.

I. Eckhart, toys, W. A. Morgan & Babcock, Buffalo, N. Y., 3 West 29th Street (P. S. Farmer).

T. C. Lorenzen, china and glassware, Pettis D. G. Co., Indianapolis, Ind., 240 Madison Avenue.

NOVEMBER 1, 1922

T. E. Maley, toys, housefurnishings and glassware, Montgomery Ward & Co., Chicago, Ill., 309 Sixth Ave.

Mrs. A. Marque, lamps, Mandel Bros., Chicago, Ill., 13 East 22nd St.

J. W. Moorehouse, mdse. manager, Geo. H. Bowman Co., Cleveland, O., Latham.

Sol. Harris, mdse. manager, Mandel's, New Haven, Conn., 1150 Broadway, care Baer & Lilienthal.

OBITUARY

JOHN H. ADDERLEY

John H. Adderley, for nearly half a century associated with the Havilands in the French china business, died at his home in Brooklyn last Sunday morning after an illness of several months. He was born in New York City, March 27, 1845, the son of James and Jane Adderley, who had come to this vicinity from County Tyrone, Ireland. Mr. Adderley was thrown on his own resources when a small boy and as such commenced his career with Haviland & Co. as an errand boy in 1858. He was gradually promoted to the position of traveling salesman, having traveled for them throughout the United States for a number of years until 1878. He then became associated with Frank Haviland, who conducted a business at 14 Barclay Street, handling Haviland & Co.'s open stock

na. Here he remained until his retirement from business in the early nineties.

During the latter part of his life he devoted his time the tracing of his family history through many generons, back to the days when they had played a prominnt part in the development of the Parish of Gnosall, affordshire, England. Today there stands there a small vn and church named after earlier Adderleys. He was ig a member of Plymouth Church, having been a warm rsonal friend of its famous old pastor, Henry Ward echer. He was also one of the first members of the ooklyn Y. M. C. A. and a member of the Society of d Brooklynites. He is survived by one brother, Thomas lderley.

The funeral services were held Wednesday afternoon 2, in Institute Parlors of Plymouth Church, the Rev. . Newell Dwight Hillis officiating. Interment was in eenwood Cemetery.

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ahel & Sons Form Merger with Dohrmann Co.

Merger of Alfred Stahel & Sons, Inc., pioneer merants of San Diego, Cal., and the Dohrmann Comercial Company, a California corporation with res in all principal Pacific Coast cities, was anunced yesterday by Alfred Stahel, Jr. The deal volves more than $500,000, it was said.

The consolidation will give the Stahel firm connecns in all the principal American and European marts and will result in the immediate expansion of the siness. The store, which occupies a basement and st floor of the building at Sixth and C streets, will ke over the other two floors and in addition have quired a warehouse on lower Fifth Street. Work remodelling the store building at Sixth and C will gin soon after the holidays, it was announced.

A. B. C. Dohrmann, president of the Dohrmann Comercial Company, will act in the same capacity for e local firm, although the firm name of Alfred Stahel Sons, Inc., will be retained. Alfred Stahel, Jr., rmer head of the local concern, will act as vice-presint and general manager.

The merger will bring about the retirement from e business of Otto and Roland Stahel. Walter ahel will remain as assistant to the general manager.

Remodelling of the three-story building will put a tel and restaurant department on the second floor d a stock room on the third floor. The first floor d the basement will not be remodelled. A wareuse on Fifth Street, between K and L Streets, has en purchased by the company. Lease of the two ors of a building adjoining the Sixth and C Street tablishment also is being considered.

Alfred Stahel & Sons is one of the oldest firms in n Diego and was established in 1879. The company als in crockery, fixtures, dishes and supplies. It was ccessively located on Fifth Street, below F, then at fth and Broadway, Fifth between E and F, and 916 fth Street. The move to the present location was ade 10 years ago.

HAND PAINTED
MADE IN JAPAN

For The Fall Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York

BEL-GLO COMPANY

GLASS

"Guaranteed"

IRIDESCENT

(BLOWN)

GLASSWARE

OUR PRICES ARE NO MORE THAN OTHERS

OUR QUALITY IS SUPERB (PURE LEAD CRYSTAL)

STANDARD SHAPES AND SIZES

"*Guaranteed*" IRIDESCENT COLORS:
(MOTHER OF PEARL, SKY BLUE, AMBER, SEA GREEN)

PROMPT SHIPMENTS

H. A. MARSHALL
INCORPORATED
200 FIFTH AVENUE NEW YORK

NARCISSUS

Paper White

LARGE FLOWERING TYPE

For Growing in Pebbles and Water

Extra-large bulbs of this popular variety, which can be sold until February. Especially attractive when put up with pebbles in bowls ready for growing.

We offer sound, evenly-graded bulbs in original cases at the following prices for immediate shipment:

15 cm., Jumbo, $47.50 per case of 900 bulbs
14 cm., Mammoth, $45.00 per case of 1000 bulbs

We do not offer the smaller sizes

Stumpp & Walter Co

30-32 Barclay St. New York

Mary Ann
Cake Shell Pan



Patented Aug. 23, 1921

As a novelty, carried the country by storm; now, as standard equipment for home, hotel, restaurant kitchens, they're in demand everywhere. Sold to leading dealers in 45 states. National magazine advertising, beginning October 1, will reach every American home. Prepare to get your share of the big profits. Instant delivery. Send for prices.

MARY ANN MFG CO., Lancaster, Pa.

WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

IT is possible that at least one-half day will be spent by the members of the United States Potters' Association in visiting the ceramic department of the United States Bureau of Standards at Washington, while the Association is meeting in Washington next December. Dr. W. S. Stratton, head of the Bureau, is quite concerned in aiding American pottery manufacturers in their own campaign for better ware, and in December it has been proposed that a series of crazing demonstrations be arranged while the manufacturers are in Washington. It is recalled that the visit of the manufacturers to the Bureau of Standards last December was one of the real big events of the three-day session. The extemporaneous lectures were impressive and the few demonstrations created a lasting impresion, and a crazing demonstration will prove no less instructive.

Renovating of pottery sample rooms seems to be in order, such work now being done in a number of cases in the East Liverpool district. "We're not busy now, and we have lots of time on our hands for this kind of work," several managers have said. Unless there is a change very soon in the strike situation, the manufacturers will not be in a position to show many, if any new decorations next January.

George C. Thompson, of the Thompson Pottery Co., who has been a patient in the East Liverpool hospital for several weeks because of a broken leg, is now resting easy at his home. He is able to be out of bed.

Langley Hawthorne, dinnerware buyer for Abraham & Straus, Brooklyn, N. Y., who has been spending several days in the local market, has returned to his desk.

E. W. Hammond, eastern representative for the Knowles, Taylor & Knowles Co., spent a few days at the home office late last week. It was his first visit here in several months.

"Nothing has been done, or will be done for a local settlement," said the management of the Summit China Co., of Akron. "We are leaving the entire affair in the hands of the labor committee of the United States Potters' Association. This committee stated its terms to the pottery workers before the strike was called, and it will make no retraction. There have been no concilatory steps whatever."

Some ware from the East Liverpool and Beaver Falls, Pa., district is being shipped by truck into the Pittsburgh market. Almost daily trips are the rule. Staple items of hotel ware have been in very heavy demand among the buyers who are shipping in this manner, although some plain white dinnerware is also being loaded.

The plant of the Homer Knowles Pottery Co., at Santa Clara, Cal., is so near completion, that operations could be started early in November, had it not been for the strike in the general ware industry. The machinery in this shop will be driven by individual motors. Car lots of materials are now en route from the East, consisting of flint and spar.

Under an early date in October, a large jobbing interest received an order from a customer. The jobber replied, stating that the pottery workers were on strike, and the only pottery making table ware at present had advanced selling prices because they had agreed to pay workmen the advanced wages.

Then came back to the jobber a reply from the customer, and in these words:

"In reply to your letter, we will say that we ask you to cancel this shipment of whiteware. We are not interested in using the product of any factory that will not stand up and buck this labor union that is trying so hard to crush business today. The public is not interested in higher wages, neither are we, and we are not interested in any one who lacks backbone enough to stand up and fight this thing and help to put business on a normal basis."

Dale D. Thompson, treasurer of the Thompson Pottery Co., and a brother of George C. Thompson, of that firm, and Miss Dorothy White, of Beaver, Pa., were married at 8 o'clock, on the evening of October 30, in the home of the bride, by the Rev. J. M. Alexander, of the Beaver Presbyterian Church. Following a wedding trip to New York, the Bermudas and West Indies, Mr. and Mrs. Thompson will be at home in East Liverpool after December 11.

The Smith, Phillips China Co., is equipping all glost and bisque kilns with oil burners. Some of the kilns have been under oil fire for some months, but now the entire battery is to be so equipped.

F. I. Simmers, sales manager for the Hall China Co., is back from Washington, D. C., where he displayed the hotel line of this firm during the Hotel Exposition.

Pete Rinkin, dinnerware buyer for the Boston Store, Chicago, has returned to his desk after visiting the local district for several days. He came here in the main to obtain a personal touch anent the pottery strike situation.

Harry W. McNicol, President of the Potters Co-Operative Co., who with his bride have been touring Europe, have returned to their home here.

Late Pottery News

Not one incident has been recorded during the past week that would cause one to believe a settlement of the strike in the generalware pottery industry is in sight.

The very last word having to do with the situation was exclusively reported in the CROCKERY AND GLASS JOURNAL last week, and that had reference to the joint conference by invitation, held at East Liverpool, O., between the Labor Committee of the United States Potters' Association and the Labor Committee of the National Brotherhood of Operative Potters. Since that meeting of a few hours' duration, nothing has happened.

Strike benefits continue to be paid those generalware pottery workers who are members of the Brotherhood, but other pottery workers who are not members of the Brotherhood are receiving no succor from that channel.

Pottery manufacturers are receiving many inquiries soliciting information as to when the strike may end, but to all such letters only one answer is being returned, and that is, "We don't know."

An occasional car of raw clay is being received in the district, but all such shipments were en route before the strike became effective.

A few buyers have been visiting the East Liverpool market, but their mission has been to scan patterns for 1923 requirements. Orders have been placed by these buyers, but no time of delivery is being guaranteed, or even suggested.

Very little shipping is being made from the East Liverpool district. Here and there a package is being forwarded—a little matching order, perhaps, and which was decorated before the packers quit their places.

The usual weekly meeting of the representatives of the different local unions of the Brotherhood was held Wednesday afternoon in the Brotherhood headquarters at East Liverpool, when the strike situation was discussed at length.

Summing the pottery strike in a very few words, all one can say is, "Things is quiet."

Joseph M. Watte, well known in the trade for a number of years as buyer of china and pottery for Butler Bros., New York, who recently resigned his position with the firm to become associated with the Homer Laughlin China Co. factory, the first of the year, is in the market this week with his newly appointed successor with the Butler concern, F. L. Van Deman. Excepting for changes that have taken place, an introduction to the trade is scarcely necessary in the latter's case, for many years ago he formerly was with Butler Bros. as buyer of china and glassware, having resigned his position to enter the automobile business. He will assume complete charge of Mr. Watte's department on December 1st, the date when his resignation becomes effective. Mr. Van Deman will be welcomed back in the trade by a host of friends.

Sanitary Pottery Workers Strike

Sanitary pottery workers affiliated with the National Brotherhood of Operative Potters, went on strike November 1, the proposition of the employers to grant the workers a reduction of ten per cent. instead of twenty per cent. being rejected.

The Pittsburgh Show

Announcement has been made of plans for the Pittsburgh Glass & Pottery Exhibit, to be held in January, 1923, for the forty-third time. For several weeks plans have been under discussion by a committee composed of Ira M. Clarke, New Martinsville Glass Mfg. Co., New Martinsville, W. Va.; D. Harry Cushwa, the United States Glass Co., Pittsburgh; W C. McCartney, The Cambridge Glass Co., Cambridge, O., and Kirk Bryce, the Bryce Bros. Co., Mt Pleasant, Pa.

A large number of manufacturers already have signified their intention of supporting a campaign of publicity for the Pittsburgh Exhibit. Both exhibitors and non-exhibitors are giving their support to the plans. Through advertising and direct mail appeals, buyers from all parts of the world will be urged to be in Pittsburgh next January to see at the Exhibit and at factories, the newest offerings of manufacturers for the 1923 season.

The 1923 Exhibit will get under way on January 8 and most exhibitors, it is indicated, will continue their displays for three weeks, or until January 27. It will be an exhibit of and for domestic manufacturers and in the interests of domestic glassware, china, pottery and lamps. Final plans will be decided upon at a meeting to be held in Pittsburgh on Thursday, November 9. Through the cooperation of the hotels, the organizing committee will endeavor to make reservations for both exhibitors and buyers.

Business Briefs

The Fashion Pottery Stores has been incorporated with a capital of $30,000 by J. Siegel, I. Fram and I. Snitzer Attorney, L. Freiman, 1540 Broadway, New York.

W. E. Wilcox, who operates general merchandise stores in Creston and Red Oak, Ia., has opened a second store in Creston, Ia.

The Crest Co., El Dorado, Ark., has opened a new 5 and 10-cent store. Dave Erundfest is the manager of the new store.

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

WITH the major portion of the orders for holiday merchandise placed with the manufacturers, many buyers have begun to anticipate requirements for January sales. Some business of this character has been placed. Sales managers of glass factories in this territory believe that with generalware potteries idle, there is likely to be a heavier demand for glassware for January sales than has been the custom in previous years. Plants are now working actively on holiday orders, and there seems to be more activity now than at this season last year. The novelty lines are in very heavy request, and buyers believe that these items will have a very heavy sale durinng the active holiday sason.

Operations have started at the plant of the Independent Glass Co., at Parkersburg, W. Va.

The second furnace of the Macbeth-Evans plant at Elwood, Ind., has been started, the company employing about 100 additional men. This factory is now operating to capacity.

Lorch Bros., who have been operating a department store on the South Side plan the establishment of a chain of department stores in Western Pennsylvania and Eastern Ohio. China and glass departments will be made a feature in these new shops, as has been the custom in their store here. The company is now operating four stores, and others are to be opened in Erie, Pa., and Youngstown, O. Financing the new stores has been left with the Franklin Service Corporation of Pittsburgh and Buffalo, N. Y.

News has been received here of the formation of the Oregon-Washington Glass Co., with a capital stock of $500,000, and it may be that a new plant will be erected at Vancouver, B. C., for the purpose of manufacturing a general line. Bottles and jars will also be featured by the new company.

According to official reports, business with the Kaufmann Department Stores, Inc., is far ahead of the same period a year ago. September is considered to have been one of the best months this year, and the active buying in the china, glass and housefurnishing department indicates that the retail trade in the Pittsburgh district is interested in replacements.

George R. Ferris, for many years associated with the Elmira Cut Glass Co., and one of the best known men in that trade, and who some years ago retired from active work, may return to the cut glass business again. Overtures have been made to Mr. Ferris to again enter the cutting business.

As soon as repairs have been made to their tank, operations will again be resumed in the plant of the New Cumberland (W. Va.) Glass Co.

Salesmen traveling the eastern territory have reported that Robert Wright will hereafter do the buying of cut glass, china and dinnerware and housefurnishings of the Pfeifer Department Store at Providence, R. I. The Pfeifer Co. recently took over the Dimond department store in Providence.

Traffic managers of local glass factories have been advised that rates on glass bottles and other glass commodities from Charleston, W. Va., to points in the southwestern freight classification territory are to be established Nov. 28. The complete schedule has not been received.

After being idle several weeks, the plant of the Corning Glass Works at Wellsboro, N. Y., resumed operations Nov. 1.

A. H. Heisey & Co., Newark, O., have been granted a decision in the United States Court for the Southern District of Ohio, sustaining their claims of infringement of patent by the Imperial Glass Co., Bellaire, O., on a line of nappies made by the latter factory similar to the Heisey Nos. 393 and 393½ nappies.

It is currently reported that some stockholders of the Hazel-Atlas Glass Co., of Wheeling, W. Va., are considering the advisability of reducing the par value of the issues of this company. Such a plan has been considered with favor by other successful concerns in the Wheeling territory.

J. C. Kelly and D. E. Martin, of Cambridge, O., have visited St. Marys, W. Va., canvassing the glass situation in that town. An idle factory there may soon be placed in operation by these interests.

There has been a re-arrangement of numerous departments in the E. W. Edwards & Son department store at Buffalo, N. Y., which was formerly the H. A. Meldrum Co. The china, glassware and housefurnishing department has been removed from the basement of the store to another location and it is the intent of the company to hereafter operate a bargain department in the basement. D. M. Edwards, Jr., is manager of the Buffalo store. Other stores operated in Rochester and Syracuse, N. Y.



PAPERwhite Narcissus growing in water. We have other kinds for this same purpose.

Double Your Sales Bulbs and Bulb Bowls

Paperwhite Narcissus

Now ready for delivery

We are actual growers and the largest importers

Send for copy Merchants Catalog listing a complete line of popular Dutch, French, Japanese, Chinese bulbs and roots Also fine line bulbs and vases.

Order now and enjoy full selling season.

You can make money on our line.

F. RYNVELD & SONS, Dept. G, 61 Vesey St., NEW YORK

A Real Sales Getter

A Revelation to the Housewife



"WHITTIER"

New England Cookery Guide and Oven Indicator.

A combination of a fine collection of old fashioned New England recipes in index form under their proper headings and a Portable Type Oven Thermometer.

Time and temperature directions given with every recipe.

Be prepared to meet the demand

WRITE FOR PRICES

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SOY KEE & CO.

Chinese Importers of

Gold Medallion Dinnerware

Also

Blue and White Canton China, Nankin and Chop Suey China, Tea Sets, Porcelains, Etc.

We import direct and have a complete stock at pre-war prices of the famous gold medallion and Blue and White Canton.
Write for Price List



Gold Medallion Dinnerware

7-9 Mott St. *Chinatown* New York

Novelties of Beauty from Many Shops in Fascination Lane

A Page of Selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

By Beatrice Miller Wisner

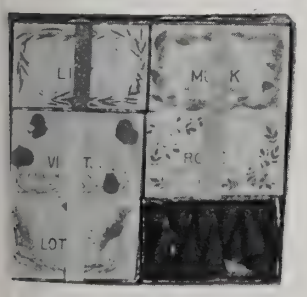
Gift Shops Featuring Oriental Wares

The near relation of the United States to the Far East has brought Oriental products closer to American buyers than in time past, as is noticeable in the amount and variety of these importations displayed in the shops, from the Eastern World. Japanese and Chinese goods in all their Oriental splendor have a most conspicuous place in Gift Shops of prominence, and novelties from Eastern ports, in their bright coloring, combined with a profusion of silver and gold effects, form a most attractive setting for the somber exhibits in the shops. One is unconsciously drawn to the originality in design and coloring of Japanese and Chinese lamps, porcelains, baskets, lacquer ware and draperies. These countries have excelled in the unique, yet still hold fast to the artistic in form and color combinations. No matter how brilliant has been applied color, combinations have been kept to a degree of harmony, which please and hold the admiration even through grotesqueness in design or form. In the display of Oriental goods, Gift Shops are putting forth their best efforts in selecting the newest importations which have no rivals in oddity, novelty of form, color and peculiarity of design. Oriental wares in their alluring beauty bring all that is desired to intensify the adornment of the distinctive and exclusive Gift Shop.

Let East meet West by featuring these delightful and attractive specialties from the Land of the Rising Sun.

Incense of Persuasive Charm

The passion of the Orient is brought to America in the delightful incense attractively boxed in six different odors; lily, rose, musk, wisteria, violet and lotus, pictured herewith and offered by the Nara Trading Company, 32 Union Square. These unusual odors have a lasting quality and refreshing perfume, found only in the perfected incense from the fields of natural flowers. The relaxing and soothing effects, together with spicy and pungent odor is produced from these specially prepared incenses, and when used with the special incense burners imported by the above firm, their attraction is beyond resistance. The pleasing and alluring incense contained in this little decorated gift box, is creating its popularity through its own charm of unusual perfume. Among other fine Japanese importations which the firm is offering, are exquisite gold decorated lacquer boxes, in all sizes, extraordinary bamboo bird cages, in white and black, in various sizes, some fantastically decorated with heavy silk tassels, these bird cages are particularly attractive. Noticeable among the other distinctive displays are luster tea sets, pink, blue, orange, and others showing the popular crab apple blossom decoration, vases in various sizes, teak wood stands, in nests, and a vast variety of specially designed incense burners. Tokonabe ware and porcelain in a number of styles. A large collection of most decorative porcelain wall pockets depicting a Japanese figure in full Oriental costume, with wall pocket at the back of the figure, porcelain hanging flower baskets uniquely decorated in all colors, and a comprehensive showing of smaller articles, add to the complete assemblage of the Nara Trading Company's unusual importations of Japanese goods, a most attractive display from their native land.



Attractive Basket for Gifts

The giving of flowers is a most delicate expression of thoughtful remembrance and when they are placed in a suitable decorative receptacle their beauty and attractiveness is enhanced. The unique basket illustrated from the Fidelity Can Company, 600 South Caroline Street, Baltimore, is one of the most popular baskets in design and finish on the market and is especially desirable for Gift Shops, featuring specialties in fascinating shape, finish and attractive construction. This beautiful basket is made of charcoal plate, gold lacquered inside and handsomely japanned outside, with various decorative floral designs. Florists are featuring baskets as one of their most salable novelties for floral tributes, and in this unusually well modeled design, with graceful handle artistic taste is well defined. For dining table, library and for many gifts; shower, birthday, wedding anniversaries, and in fact for any occasion where daintiness and beauty in construction are the password, this pleasing basket portrays every element of skillful decoration and fine workmanship.



What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchant Well Posted on the New Offerings Received From the Most Representative Sources

Economy Introduces New Colored Lines

A most opportune offering, coming as it does, at a time when, if orders are placed immediately, the goods will be available for holiday business, are two striking new lines just brought out by the Economy Tumbler Co. They are both exceedingly novel creations that are sure to be greatly admired and make rapid movers in the retail stores, for they have every element that combines to make success and will be the means of adding still further to this well-known factory's reputation for producing glassware of quality and distinction. Picture, for instance, a lustrous plain mirror black glass bowl, of exceptional quality and unusual shape, edged with a dainty emerald green band, with a foot in the same shade, to carry out the effective and artistic contrast. This is called their two-tone Neubian line. Other items besides bowls in which it is made, are baskets with green handle, candlesticks footed and banded in green, jugs with handles and foot in green, attractive Venetian tumblers with green foot, covered comports with green foot and knob, green handled tumblers, in fact the line is composed of the most salable items, in shapes that add to the individuality of the line. The two-tone Pomona is just the reverse of the Neubian, being in emerald green glass with mirror black trimmings. This, too, makes a delectable combination, that will at once be appreciated. This is made in the same list of attractive articles as the Neubian. Well posted buyers will see at a glance the excellent selling possibilities in both these lines. In addition to the other Economy lines in color, namely the two-tone arctic crystal, azure, amber and topaz which have been established as a substantial success for some months past, the selection is one that embraces various outstanding features, that would be difficult to surpass. The new samples mentioned are now ready for inspection at the salesroom of Cox & Company, the factorys' New York representatives, 120 Fifth Avenue.

Vases of Class and Distinction

A new line of vases which is making a particularly strong appeal to buyers of high class art ware, has just been received from The S. A. Weller Co. and placed on view at the salesroom of C. H. Taylor, the company's representative, Fifth Avenue Building. This ware, known as "La Sl," includes a variety of sizes in vases in a range of finely modeled shapes, from the graceful bud vase to the large sizes adaptable for lamp mounting. The designs are boldly and most artistically executed and consist of scenic and woodland effects. There is, for instance, one striking decoration comprising a picturesque tree throw in high relief against the sky, while another design depict a group of trees with a mountain and sky backgroun flooded with the light of the setting sun. While the dec rative line treatment suggests the Oriental in its emplo ment of the flowing line, the decorations are distinctl modern and American. All the designs are finished i a metallic lustre, which includes a rich blending of th orange, green, purple, and red tones found in burnishe copper, brass, gold and silver. The effect of these sof glowing tones is unusually novel and beautiful, giving richness that cannot fail to be appreciated by the trad

Fine English and French Dinnerware

Among the new importations which have but recent been put on display at the salesroom of A. J. Fondevil & Co., 135 Fifth Avenue, are a number of very attracti treatments from Pountney & Co., England. Attractir the eye by the distinction of shape, the old "Bristol Ba ket" design is very effectively brought out. The har painted decoration is simple in execution and is in stror colors in which a brilliant light blue and shades of pi predominate, while an ornamental fruit knob adds a additional artistic touch. Another delightful design is t "Valois," which combines the *fleur de lis* in medalli treatment with a pale green border enclosed by lig brown lines and finished with ornamental fruit knob. the "Lys," the French iris flower has been utilized particularly good advantage. The design is boldly ex cuted and the graceful pattern covers the entire width the flange of the plates, as if the flower itself was d posited there. The combinations of colors include gre and purple, yellow and blue, and green and yellow. A three are hand decorated under the glaze and are finish with strawberry knobs in natural colors. From the Sa reguemines factory, France, is shown something new a unusual in fine earthenware, consisting of tea sets, fanc and short dinnerware lines. The tea and dinner items unique shapes are in ivory with floral borders in festo design in bright colors, with various shades of pink p dominating. The fancy items include charming sandwi trays, tea stands and large trays suitable for tea and wa sets, the latter being decorated with litho prints of d French and peasant subjects in bright colors under t glaze. Other new arrivals include a large variety "Tuscan China" ornamental figures, embracing over fi varieties of birds, such as parrots, magpies, etc., a many animals in various sizes, including dogs, elepha and so on.

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

THE cut glass situation seems to be improving in this market with every new day. As the pottery situation gets blacker for the holiday season, buyers turning more and more to glass to fill the gap. The lies will get their toys this year, whether or not there shipment from across or not, according to Mr. Stetof the Louis Wolf Co. of Pearl Street. The orders ed during the spring for foreign or domestic shipnts have practically all been shipped and the only one is out of luck is the man who delayed in placing his istmas order. "Do Your Shopping Early."

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arroll Robinson, of the Jordan Marsh Co., is now reing his callers to John Martin, who has been proed to the position of buyer in the crockery and glass artment. Mr. Robinson has been made an assistant chandise manager and will function all over the huge e. J. F. Gilligan, assistant under Mr. Robinson, will upy the same capacity with Mr. Martin. The best nes of the trade have been extended to the trio.

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nes, McDuffee & Stratton have an unusual display on third floor of their retail department consisting of kery, china, glassware and pottery, as well as pics and bronzes grouped by nations and all collected er the flag of that nation. The arrangement of the sroom lends itself to such a treatment and Ted Lewis, ager of the department, is receiving the congratulas of the many visitors at the completeness of the ex. England, Holland, France, Germany, Czechoakia, Italy, Japan, China, Belgium and the United es are represented. No attempt has been made to v old china, but there are many reproductions, pararly in the United States line of Indian pottery. e are replicas of originals dug up in Wisconsin, and many other points which are wonderful examof the prehistoric art. A replica of the French aviagift to Marshal Foch, "The Spirit of Aviation," oces a prominent place and adds dignity to the collec. One group of particular merit is the collection of gewood luster ware as contrasted with the usual or r known line. A bargain or "special" table on the floor is a new departure from the conservative od of sales for which the company is noted. The les which are changed daily are not lines which are of stock or something they want to get rid of, but ine bargains.

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rds are out announcing the marriage of Howard A. in, buyer in the wholesale department of the Smith Patterson Co. of Summer Street, to Miss Beatrice Mathews, daughter of Mr. and Mrs. Harry V. Mathews, on October 24. The couple will make their home at 1928 Beacon Street, Brookline.

Pfeifer & Co., of Providence, have moved their kitchen furnishing department from the basement of their store to the fourth floor. Several others of the larger stores have made this change during the past months to the advantage of that department.

Speaking of Pfeifer, James Hogan, who was for several years buyer for Dimond, which is now the Pfeifer Co., has taken charge of the china and crockery department of the Royal Sales Company of Providence.

"Bert" Haskell, of 85 Pearl Street, is one of the fortunate ones in the city who still has a stock of dinnerware for sale. Some months ago this stock was thought to be a liability but the pottery strike has made it an asset and Bert is able to fill orders where mighty few others are able to do it.

Ben Lefshitz, manager of the B. Goldberg & Co. store at Lawrence, was summoned to Washington, D. C., last week, suddenly, owing to the illness of his mother.

Rumor has it that M. S. Benford, known to many in the trade as "Wazes" Benford or just plain "Mo," has purchased a factory in Brighton and will soon open a cutting shop.

F. L. Sturtevant, well known and well liked as buyer of the Forbes and Wallace Co. of Springfield, who, on account of his health, was forced to take a long vacation a while ago, dropped in to see some of his old friends in Boston during the week. He is not yet back in harness but the habit of "doing" the various offices is still with him. His closest friends say he is looking mighty well.

William Lambert Whitney of 74 Waban Park, Newton, for nearly twenty years engaged in the china and glass business at Council Bluffs, Ia., died at his home last Sunday morning at the age of 78 years. He was born at Cambridge and served as a lieutenant in the 54th Massachusetts Infantry during the War of the Rebellion and was in Council Bluffs from 1868 to 1881. He then returned to Boston and engaged in the banking business, later becoming assistant treasurer of the Boston Safe Deposit and Trust Company.

Limoges China



This is *genuine* LIMOGES CHINA, manufactured in Limoges, France, and is not to be confused with a certain make of earthenware that is masquerading under a similar name.

The above illustration does not do full justice to the beauty of the decoration; cold print cannot do it. The quality of the ware is *unexcelled*—there is no finer china made in Limoges.

An OPEN STOCK PATTERN—No. 7838—of which we carry a full assortment for immediate delivery.

Prices are still based on the old Tariff Rates.

L. STRAUS & SONS

Manufacturers and Importers

44 and 46 Warren St., and 116 Chambers St.

New York

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

GLASS, pottery and housefurnishings business in a wholesale way, and business done by the manufacturers' agents, has been steadily im-ving in Chicago from the middle of August up to e present time, with the possible exception on the uction in sales of dinnerware brought on by the ike of potters. The demand, however, continues for merchandise, especially for glassware, fancy pieces decorated china, furniture novelties and allied lines at go to compose both useful and ornamental gifts Christmas.

As the Fall progresses the retailers are enjoying a ger business from day to day. Last Saturday, State eet, where Chicago's big retail establishments are ated, saw the biggest crowd so far this year, almost proaching in volume the crowds just prior to Christ-s a year ago. The hopes of buyers and department nds for an immense holiday trade this coming sea-n are high. Conditions have been generally good a business way this year in the Middle West. Labor s actually been scarce at various times during the ur. Crops have been good also, and the large farm-area which makes Chicago its market is once more sperous. All of these things have developed a ady increase in retail sales, and indicate that the ning holiday season will be one of the most suc-sful in history.

Fred D. Farrell, of Alfred G. Moment, Inc., New rk, and Mr. Hempel, manager of the Philadelphia ce of the United States Glass Co., were visitors on Chicago market during the past week.

The annual meeting of the Gifts, Art Wares & Nov-es Association was held at the Palmer House on evening of October 27th. The work of the first rt year of the existence of the association was ably iewed by President W. C. Owen and other officers committee chairmen. The election of new officers the ensuing year was the important business of meeting. Two tickets were proposed for election h W. C. Owen, for re-election as president heading ticket and Mr. Bates, of the Rust-Craft Co., for sident on the opposition ticket. The "regular" et, however, carried the majority of votes for all ers and directors, and following the count of votes, opposing ticket moved for a unanimous election. following officers were elected: President, W. C. en; first vice-president, E. W. Steinbeck; second -president, M. Harris; third vice-president, Karl V. Gambell; fourth vice-president, Benjamin Cueny; treasurer, Mal Flesham; secretary, J. W. Power. Directors for three years: E. G. Patterson, M. Harris, J. W. Power and Geo. Ruby.

Plans will immediately get under way for the Second Annual Chicago Gift Show to be held under the auspices of this organization. The date for the show will be announced some time during November.

The regular business meeting of the Glass, Pottery, Lamps and Housefurnishings Association was held at the Morrison Hotel at noon last Thursday. President John Bownam presided over the meeting, which heard the reports of the various committees on the progress being made on the Second Annual Exhibit of Glass, Pottery, Lamp, and Housefurnishings. Reservations continue to flow in to the secretary's office, 9 North Wabash Avenue. The publicity committee's work is now well under way with both direct-by-mail and trade journal advertising, the first advertisements appearing in crockery and housefurnishings papers during October. The entertainment committee, headed by Oscar Eckland, promises to furnish a number of novel features for entertaining the out-of-town buyers during the Exhibit next February. The report of this committee is not complete to date, according to Mr. Eckland, but will be furnished the association for its approval during November.

Chicago will soon have another well-known glass factory represented in this market with a permanent display room, when the Central Glass Works, makers of the famous "Chippendale" glassware open a western sales office in the Heyworth Building, under the management of Thomas H. Butcher. Mr. Butcher will have associated with him a number of traveling salesmen who will cover a wide territory adjacent to Chicago. The increase in the business of the Central Glass Works, coupled with the continual growth of Chicago as a buying market of year-around service to buyers, was influential in the decision of the Central Company in arranging for a permanent exhibit in Chicago.

Lavinite products, better known to the trade in general as "Metalized Pottery," made by the Art Industries, Inc., New York, are now being displayed by Helm & Soukup, in the Shops Building, Chicago. The line is decidedly different from pottery in appearance, and greater in strength, including a number in various designs and sizes of lamp bases, jardinieres, vases, etc.,

CHICAGO

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THE PALMER HOUSE

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Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

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Genesee Pottery Co., Inc.
Transparo Cloth Corp.
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Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
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Representing
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THE DUNCAN & MILLER GLASS CO.

A few words in this space will bring in many dollars

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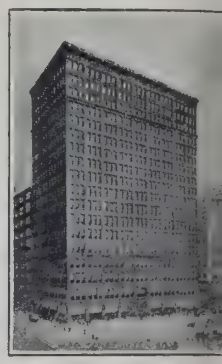
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High Grade China
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Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach the trade you want. Phone Wabash 860 for particulars.

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Finest encrusted gold china work. Special lustre and gold band glassware Original designs in floral decoration
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Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzel
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Central 3497.



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Represented in Chicago by
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and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
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Why not Move In?
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TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
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Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

SALESMAN—Exceptional opportunity is available for crockery salesman with following in English earthenwares, French and Bavarian chinas and fancy lines. This position will be permanent if you are a real salesman. Very good money can be made by the salesman who takes this built up territory. Replies will be respected and confidential. Box 214, care CROCKERY AND GLASS JOURNAL.

WANTED—Old established importing and wholesale house in the china business located in the East wants two salesmen for the south and southwestern territory. Necessary to have experience in the line. Preference to those having an established trade in that territory. Salary and commission. In reply give full outline of past experience. Address Box 213, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

BUYING ORGANIZATION consisting of high calibre buyers, containing China, Glass, Hardware, Toy, Housefurnishings, Notion departments, desires to make connection with large concerns to do their buying in New York market, also have foreign representation. Write for details for immediate or 1923 connection, Mercantile Research, 321 Broadway, New York City.

CUT Glass salts and peppers, imported, best Bohemian crystal glass, beautifully designed. 500 dozen in stock. Wish to dispose of at once below cost. Box 215 care CROCKERY AND GLASS JOURNAL.

USED kilns and Turning Tables for glass and china wanted. Submit prices. Address Box 276 Honesdale, Pa.

The Leipsic Fair

American visitors at the Leipsic Fair, although they have been less in evidence than at previous fairs because of the uncertainty caused by the pending American tariff, have expressed themselves as well satisfied with the exposition. Many of them report that they have established new connections and obtained bargains in desired articles. The number of visitors from the United States is expected to grow from year to year.

On August 29 the total number of visitors recorded reached the unprecedented figure of 130,000, who had been conveyed to the City of Leipsic by forty-four special trains, namely, thirty-five from German cities, three from Austria and six from other foreign countries, apart from the regular scheduled trains which had been greatly increased in the number of cars.

The total number of exhibitors reached almost 13,000, among whom there were about 2,000 exhibitors for the technical fair. This number exceeds the one for the spring fair by about 250.

Of great interest were the exhibitions of manufacturers of other nationalities than Germans, viz.: those of German-Austria, Czecho-Slovakia, Switzerland, and Russia. Especially the latter exhibition, officially conducted by th Russian Soviet Republic, attracted great attention.

Actual business transactions still were comparatively few in number for the reasons stated, viz.: the uncertainty of the rates of exchange making it impossible to quote firm prices until the dollar seemed to have settled. This somewhat restored confidence on the part of the buyers and led to a revival of buying during the remainder of the fair, but even so it was noticeable that most visitors had been induced to come to Leipsic rather in search of new business connections than for the purpose of actually making purchases.

While reports from different sources are contradictory the very high-flung expectations of most exhibitors to book big orders were only partly fulfilled. The business which had opened with such a rush, was decidedly chilled by the wild fluctuation of the dollar. Exceptions were the fairs for fancy goods, celluloid goods and small wares. In glassware the exhibitors were well satisfied. On the other hand, expectations of the manufacturers of toys, Christmas tree decorations and china and crockery were only partly filled by the results of the fair.

This partially unsatisfactory result was to a certain extent caused by the unwillingness of the buyers to buy German merchandise at prices quoted in dollars or other foreign currencies. Buyers' protests were vehemently expressed at several meetings held during three days and were impressed upon the minds of the sellers by various parades, headed by speakers warning buyers not to agree to any purchase in foreign money.

Traveling Men Ask for Lower Mileage Rates

Representatives of organizations of traveling salesmen appearing at the Interstate Commerce Commission hearings on interchangeable mileage books asked for a reduction of 33⅓ per cent. in transportation costs by means of the proposed new mileage facilities.

A. M. Loeb, president of the National Council of Traveling Salesmen's Association, said the roads should sell coupon books at a one-third discount, and argued that the policy would increase the amount of travel materially.

Issuance of interchangeable mileage books was authorized recently by Congress, but the Interstate Commerce Commission was authorized to fix a just and reasonable rate for their sale.

To Inquire Into Markdowns

Two questionnaires will shortly be sent out to retail dry goods stores throughout the country by T. L. Blanke, Director of the Bureau of Accounts and Control of the Controllers' Congress. This body operates under the auspices of the National Retail Dry Goods Association. The first will be concerned with markdowns and inventory shortages. The aim is to arrive at certain conclusions based on a comparison of the average percentage of net markdowns this year compared with last and the same for inventory shortages

The Roessler & Hasslacher Chemical Company NEW YORK

Cleveland, O. Chicago, Ill. Trenton, N. J. New Orleans, La. BRANCHES: Boston, Mass. Pittsburgh, Pa Philadelphia, Pa. Kansas City, Mo. San Francisco, Cal.



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Liquid Bright Gold

Overglaze—**Colors**—Underglaze

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Minerals and Oxides

—for—

Pottery, Glass, Enameled Ware, Tile, Clay Products

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HIGHEST GRADES.

America's Leading Ceramic Material House

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MOUNT PLEASANT, PENNSYLVANIA

Manufacturers of

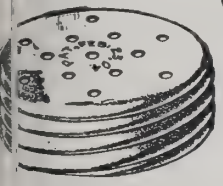
Blown Lead Glassware

In Crystal and Colors

NEW YORK OFFICE, 240 FIFTH AVENUE
Representative, J. Duncan Dithridge
BOSTON OFFICE, ROOMS 3-4, YOUNG'S HOTEL
Representative, Robert W. Corey

TRAVELING REPRESENTATIVES:
W. H. Duval Myric W. Bryce Harry C. Smallwood

Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps

ALSO CELLULOID DISCS.

We carry about fifty stock sizes of caps; and are also prepared to supply special sizes to order. Write us for prices and samples.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF GLASSWARE.

Lamp Chimneys, Lamps, Lantern and Fish Globes, Shades, Founts, Towel Bars. Cane, Tubing. Gas and Electric Globes in all COLORS. Private Moulds Worked.

FACTORY:
255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

The former is usually the result of poor buying, according to Mr. Blanke, while shortages in inventory are due to unreported markdowns or theft. The other questionnaire is on depreciation of store fixtures and furniture, for the purpose of ascertaining the basis used to figure the amount of depreciation and the rates.

Fluorspar Investigations

The importance of fluorspar in the steel and ceramic industries is so great, and accurate information on methods of mining, milling, and utilization, and on costs of production and possibilities of future production is so lacking that it has been considered advisable by the Bureau of Mines to investigate all phases of the fluorspar industry in the United States. At the request of, and in cooperation with, several eastern fluorspar producers, examination has been made of the principal fluorspar deposits of the western states. This examination was followed by an intensive study of the producing mines in Illinois and Kentucky. It was found that most of the deposits in the far-western states were small and could not be relied on to produce much surplus over the needs of the western states. Costs of production in the Illinois-Kentucky field have increased greatly, owing to the increasing depth of the principal mines, the large amount of water that must be pumped, and the increased costs of labor and supplies. A report on all phases of the fluorspar industry is in preparation.

Business Briefs

The Wright-Metzler Co., Uniontown, Pa., have opened a new home furnishing department on the fourth floor.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, ***Successors, 67-69 Irving Place, near 18th St.***

Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, ***35-37 West 23d St.***
Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., ***73 Barclay St.***

"The Dinnerware House of America."

L. D. BLOCH & CO., ***37-41 East 18th St.***
Importers of China and Glass, Mfrs of Lamps, Shades and Novelties.

CONTINENTAL CERAMICS CORP.
Representing F. Thomas-Marktredwitz and K. P. M., Waldenburg. 149 Fifth Ave.

COPELAND SPODE CHINA AGENCY, ***43 West 23rd St.***

Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., ***14 Barclay St.***

English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., ***135 Fifth Ave.***

Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, ***43 Murray St.***

Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., ***920 Broadway, corner 21st St.***

HAVILAND & CO., ***11 East 36th St.***

The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, ***39-41 West 23d St.***

Ahrenfeldt French China.

MADDOCK & MILLER, ***39-41 West 23d St.***

Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, ***Importers and Commission Merchants, 108 East 16th St.***

Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., ***105-107 East 16th St.***

Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., ***53-57 West 23d St.***
Japanese Goods.

LA PORCELAINE LIMOUSINE, ***39-41 West 23rd St.***

Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., ***184 Fifth Ave.***
King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co.. Ltd., earthenware. Telephone, Gramercy 6626

The Fifth Avenue Building



Uptown Headquarters for the
Pottery Glass China Metal Goods and Housewares Trades

WM. S. PITCAIRN CORPORATION, ***104 Fifth Ave.***
Grindley, Doulton. Furnival.

ROSENTHAL CHINA CORP.
Representing Rosenthal Selb. Ploesberg and Kronach. 149 Fifth Ave.

PAUL A. STRAUB & CO., ***105-107 Fifth Ave.***

Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., ***96 to 102 Church St.***

A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, ***42, 44, 46 Warren and 116 Chambers Sts.***

Importers and Manufacturers.

TAIYO TRADING CO., Inc., ***101 Fifth Ave.***

Successors to Takito, Ogawa & Co. and the Tajimi Co. Japanese and Chinese Goods. Catalogues upon application. Tel.—Stuyvesant 3823. Chicago Office, 327 West Madison St.

B. TOMBY, Inc., 9 East 47th St., ***Representing:***
Royal Berlin, Royal Dresden, Lorenz Hutschenreuther, Koenigszelt, Paul Mueller, Royal Nymphenburg, Reinhold Schlegelmilch, Royal Karlsruhe Majolica.

JUSTIN THARAUD, ***24 West 23d St.***
Sole agent for L'Union Ceramique, Limoges, France.
Myott, Son & Co., Hanley Staffs, England. Poszellanfabrik Fraureuth, Saxony. Telephone Gramercy 5150.

VOGT & DOSE, ***65 Barclay St.***

Open stock dinnerware patterns. White China for decorating.

J. H. VENON, Inc., ***104 Fifth Ave.***

Martin China, Limoges; Gustafsberg China and Earthenware, Sweden; Kosta Crystal, Sweden; Rorstrand China and Earthenware, Sweden.

KENNARD L. WEDGWOOD, ***255 Fifth Ave., between 28th and 29th Sts.***

Josiah Wedgwood & Sons, Ltd. Telephone Madison Square 7429.

DOMESTIC GLASSWARE

BONITA ART CO., ***Cox & Company, Representatives, 120 Fifth Ave.***

"The House of New Ideas." Cameo Etchings and Encrusted Coin Gold.

CAMBRIDGE (O.) GLASS CO., ***New York Salesroom, 184 Fifth Avenue.***

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware.

DIAMOND GLASSWARE CO., ***Fredk. Skelton, Representative, 200 Fifth Ave.***

Colored and Iridescent Glassware.

ECONOMY TUMBLER CO., ***Morgantown, W. Va. Cox & Co., Representatives, 120 Fifth Ave.***

Fine blown tumblers and stemware.

FOSTORIA GLASS CO., ***141-147 Fifth Ave.***

Pressed and blown glassware. John Nixon, Representative.

GILLINDER & SONS, Inc., ***224 Fifth Ave.***

Lighting glassware, glass specialties.

LANCASTER (O.) GLASS CO., ***Fred Skelton, Representative, 200 Fifth Ave.***

Pressed ware, lamps, tumblers and novelties.

UNITED STATES GLASS CO., ***Albemarle Bldg., 24th St. and Broadway.***

Pressed and blown glassware.

LAMPS, SHADES AND LIGHTING GLASSWARE

ARMOR BRONZE CO., ***Factory, Garwood, N. J. Showrooms, 236 Fifth Ave. and 67-69 Irving Place.***

Manufacturers of metalized lamps, lighting fixtures, art objects, bookends, etc.

ESTABLISHED IN 1874

PHONE STUYVESANT 6052

Crockery and Glass Journal

The Representative Paper of the Industry

Devoted to

CROCKERY, GLASS, HOUSEFURNISHINGS, LAMPS, GIFT SHOP GOODS, DOLLS AND TOYS

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AS THE EDITOR SEES IT

YOU CAN'T DODGE COMPETITION

THERE is an old business axiom which says that competition is the life of trade. This axiom happens to be a trade truism, although it is so well known that its truth is often lost sight of. Being familiar with this old saying it is a human failing to ignore its significance. But there is truth in this saying that competition is the life of trade, for it means that where there is competition there is also profitable business.

THIS competition business may be expressed in terms of demand. Suppose, for example, that we take the hypothetical case of a manufacturer who puts a new product on the market which fills a very big household need. There is consequently a big demand for it and other manufacturers perceiving the possibilities of profit, quickly begin the production of a similar article. Soon, if the field of profit is an attractive one, there is pretty keen competition between all of the manufacturers and while it is easy to figure out a paper loss for the original manufacturer through the activity of his competitors, it is not so easy to put down figures which will actually prove anything. And this is so in average cases, because keen competition opens up new and bigger fields of distribution by converting the potential consumption into a larger per cent. of actual consumption, than would otherwise be the case.

OUTSIDE of the enterprise which is a monopoly, and there is no such thing in the distributive trades, it may be stated without unqualification, that where competition is most keen, the most business is done. Strong competition requires that the successful concern must constantly strive to find bigger outlets for its goods and this is done by building up its list of customers. In New York City competition in all lines is particularly keen but every progressive store is making a good profit on volume. The same principle works out in the same way but on a smaller scale in almost every smaller city and town. A large proportion of the medium and higher priced merchandise is only purchased after the consumer compares it in value for the price with similar merchandise in another store. Even if there was but one store in a fair sized city, that store would not secure all of the patronage in its city. A large number of people would go on more or less frequent shopping trips to neighboring cities, or would select goods from catalogues and order by mail. People are doing this every day. This is proof enough that no store can have a monopoly, although any one store can, through its ability in merchandising and service, obtain a larger percentage of customers than its competitors.

BUT Competition cannot be dodged; it must be met. The only profitable way to meet competition is to boost your own store by selecting the best goods for your market and mark them at fair prices. Deliver the goods at the right price and give 'em service. Do not be jealous of your competitor but know what he is doing. If he makes a particularly attractive proposition, don't knock him but think up one which is even better, or newer. Competition is the life of trade but if your competition is lively, you have got to be a live one to meet it. But it has to be met; a successful store cannot be built by dodging competition.

Building Sales on the Saving Bank Plan

Here is a New Suggestion Which May be Put Into Effect Now to Boost Holiday Sales—It is Based on the Thrift Idea and is Applicable to Department and Individual Stores Big and Little

A SALES plan that might prove of considerable importance to department stores and others dealing with persons of moderate means has been suggested by a man who has given considerable thought to the building up of retail businesses. While the man who offered the suggestion thought the plan would be primarily of value in increasing the Christmas holiday business, he asserted that he saw no reason why it could not be made useful as a stimulator of all-year-around sales.

The plan involves the use of the small banks that are given to prospective depositors by many savings banks and commercial banks with savings departments. These banks, which are made of cold-rolled steel, can be opened only by the bank which gives them out, and a similar practice would be followed with those involved in the sales plan in question. These banks, bearing a steel plate containing the name of the store and any small advertisement that may be desired, may be bought at 50 to 60 cents each, depending on the quantity purchased. They have an actual retail value of $1 each, but they could be sold to the public at cost by the store participating in the plan, or at any portion of the cost price that the store saw fit to ask. The difference could be charged to advertising. If the number of banks to be distributed were not too large, they might even be given away. This is not advocated by the suggester of the plan, however, on the ground that anything which is obtained for nothing is not likely to receive as serious consideration as something that has been bought and paid for.

To a certain extent the plan in question follows that of the savings banks, in that the master key or keys opening the small banks would be kept at the store. There might be one of these located at a specific "unlocking station," or there might be one such station on each floor. If desired a master key might be issued to each floorman or department manager, but it was suggested that the fewer keys the better.

Where there is only one "unlocking station," it was suggested that it be located at some point on an upper floor, the idea, of course, being to get the person who is to receive the money to pass as much merchandise as possible on the way to getting the bank unlocked. If there be a "station" on every floor, it was suggested that it be located at the rear for the same purpose.

The theory underlying the suggestion of the plan was that very many persons, especially women, would be attracted by the banks to deposit their small change in them. Then, after enough time had elapsed to accumulate several dollars, they would bring the banks to the issuing store to be opened. This means that the person whose bank is opened would be "let loose" in the store with a certain amount of easily acquired money in hand. Experiences of the savings banks with the plan, as operated by them, were said to show that the average individual deposit resulting from the use of the small bank is about $10, although such deposits have ranged up to $50 and more in many cases. This means, according to the man who suggested the plan, that the stores which give out the banks can rely in fair degree on each customer who returns a bank to be opened, being "let loose" with $1 or more in his or her possession. They can also be fairly certain that the bulk of the money will be spent within the store.

Were an average of 100 banks daily opened in the store, and there might be more than this in a store that went into the plan on a large scale, it would mean that around $1,000 in easily accumulated money would be released in the store every day, the great bulk of which would likely be spent on the premises. Even a small amount released in this way for spending would not be something to pass by lightly. One of the very best things about the whole plan, according to the man suggesting it, is that the money is saved with little effort by the prospective customer.

In the case of merchandise sold by the installment method the plan would work even better. Then the specific amounts to be paid each month could be accumulated by definite daily deposits in the small banks. If the amount were $10, for instance, it could be paid with less effort by the average installment buyer if saved at the rate of 35 cents a day than if taken out of the family funds in a lump sum at the time the installment falls due. By the bank method, the man back of the idea asserted a largely increased business in housefurnishings, cleaners and other household appliances might easily be worked up, as well as similar business in almost any merchandise lines.

Retail Trade in October

Following will be found a summary of sales of mail order houses for October and ten months, with comparisons:

Mail Order	Oct., 1922	Oct., 1921	Sept., 19
Sears-Roebuck	$19,933,164	$17,378,253	$14,375,4
Mont. Ward	10,288,914	7,604,031	7,088,4
Total	$30,222,078	$24,982,284	$21,464,8

Mail Order	Ten Mos., '22	Ten Mos., '21	Chan p. c
Sears-Roebuck	$141,212,969	$144,747,604	D
Mont. Ward	69,841,140	60,950,454	I
Total	$211,054,109	$205,698,058	I

It will be seen from the above that mail-order tra

ook a big spurt in October. Sales for that month were 30.8 per cent. larger than in September and 20.9 per cent. arger than in October last year. For the ten months, to- al mail-order sales are 2.6 per cent. in excess of same eriod a year ago.

The following table, made up by the Federal Reserve Bank of New York, shows the condition of retail trade nd stocks, mainly of department stores, in September, in lifferent districts:

District	Comparison of net sales with corresponding period last year. Sept.	July 1 to date	Stocks end of September compared with Last year	Previous month
Boston	I 17.8	I 9.9	I 3.6	I 11.2
New York	I 16.1	I 7.7	D 1.8	I 10.2
Philadelphia	I 15.3	I 4.2	D 2.6	I 11.9
Cleveland	I 18.8	I 10.4	D 5.7	I 8.4
Richmond	I 10.6	I 2.0	D 3.2	I 13.4
Atlanta	I 3.8	D 1.6	D 6.3	I 8.6
Chicago	I 15.2	I 9.4	I 2.7	D 2.5
St. Louis	I 8.6	I 2.2	D 6.4	I 8.7
Minneapolis	I 4.2	I 3.0	D 2.5	I 5.4
Kansas City	I .7	D 3.3	D 6.6	I 5.5
Dallas	I 10.4	.....	D 11.9	I 6.0
San Francisco	I 3.7	I 4.2	I 1.8	I 4.2
United States*	I 11.9	I 5.1	D 3.3	I 6.5

*Five hundred and two stores reporting.

The following table shows the changes in value of retail rade as reported by the New York Federal Reserve Bank, the average monthly value in 1919 being taken as 00:

	Dept. stores	Mail order	Chain 5 & 10
1921	159	4	4
January	102	69	86
February	87	64	92
March	116	95	121
April	112	77	111
May	111	60	112
June	108	62	109
July	80	49	108
August	83	56	116
September	93	72	113
October	128	88	141
November	121	83	134
December	176	80	241
1922			
January	87	65	94
February	80	59	100
March	102	82	118
April	112	75	134
May	114	69	130
June	106	69	125
July	78	58	126
August	85	57	130
September	103	176	136

Importers Ask Change in Working Rules

The various trade groups within the National Council ave been exceedingly active during the past two weeks n protesting against the strict application of the new arking regulations, as provided for in the recently en- cted tariff act. At the request of members identified ith the importation of glassware and other articles, the ational council has obtained interviews with appraising fficers and in other ways succeeded in presenting the ews of its members to the proper officials, both at New ork and in Washington. As a result of these efforts ertain concessions have been granted members in the ay of time extensions.

The new ruling providing for the marking of imported glassware is now engaging the attention of the glassware group of the National Council. Heretofore, certain articles of glassware have been permitted entry when the country of origin was printed on a paper label and pasted on the article. This was recently changed and an order issued that the country of origin must be indelibly etched upon the article itself. The strict application of this rule, members contend, would prohibit the importation of certain lines of merchandise due to the fact that the etching would disfigure the article and prevent its sale here.

A committee, representing this group, is now giving special attention to this question. While operation of the ruling has been deferred for thirty days, it is the purpose of this committee to secure a permanent modification, if possible.

U. S. Exports of Earthenware for August

DOMESTIC EXPORTS OF EARTHENWARE AND STONEWARE FROM THE UNITED STATES, BY COUNTRIES

Domestic exports of earthen and stoneware for August, 1922, show a decrease from the figures of July, the decrease in table, toilet and kitchenware amounting to $5,524. Figures for the month of August follow:

Countries	Table, Toilet or Kitchenware Pounds	Dollars	Other Earthen, Stone and Crockeryware Pounds	Dollars
Czechoslovakia	—	—	120	20
Norway	—	—	130	20
England	—	—	411	15
Scotland	—	—	589	99
Canada—				
Maritime Prov.	—	—	7,026	442
Quebec and Ontario	6,954	845	1,521,230	26,434
Prairie Prov.	—	—	69,988	3,040
Brit. Columbia & Yukon	2,022	436	2,643	203
British Honduras	492	89	1,500	44
Guatemala	200	20	433	32
Honduras	2,421	494	7,782	260
Nicaragua	63	12	221	56
Panama	3,626	822	1,965	328
Salvador	113	78	600	150
Mexico	4,255	1,180	55,541	4,279
Newfoundland & Labrador	—	—	314	60
Bermuda	370	42	1,073	199
Jamaica	680	443	512	60
Trinidad & Tobago	65	17	674	248
Other Brit. West Ind.	2	10	1,042	135
Cuba	3,941	666	481,074	12,921
Dominican Rep.	296	181	9,276	1,092
Dutch West Ind.	—	—	20	10
Haiti	—	—	1,679	281
Virgin Is. of U. S.	250	30	—	—
Argentina	—	—	4,088	407
Brazil	—	—	100	12
Chile	—	—	14,654	1,476
Colombia	250	97	2,022	147
Venezuela	511	158	824	106
China	—	—	4,673	313
Philippine Islands	—	—	619	97
Siam	—	—	73	43
Australia	22	12	—	—
French Oceania	—	—	73	30
New Zealand	885	104	1,110	263
British West Africa	150	48	—	—
British South Africa	—	—	4,407	1,000
British East Africa	—	—	110	23
Total	27,668	5,784	2,198,596	54,345

Summary of Imports and Exports for August

China imports for the month of August, 1922, show an increase in value over the previous month and with a considerable decrease in the value of dolls and toys. The latest figures compiled by the Government are as follows:

		1921		1922
China, not decorated		$78,344		$53,301
China, decorated:				
From—				
France	$82,950		$60,099	
Germany	242,120		162,273	
United Kingdom	22,599		65,763	
Japan	386,281		246,809	
Other countries	42,026		99,200	
		$854,320		$687,445
Earthenware:				
Not decorated		$22,098		$37,285
Decorated		213,353		405,242
All other		26,808		65,416
Total		$262,259		$507,943

For Eight Months Ending August

		1921		1922
China:				
Not decorated		$413,541		$384,710
China, decorated:—				
From France	$556,364		$481,509	
From Germany	1,244,362		946,468	
From United Kingdom	349,484		392,150	
From Japan	2,201,520		1,363,389	
From Other countries	308,511		384,686	
	$5,073,782		$3,952,912	
Earthenware:				
Not decorated		$297,963		$206,059
Decorated		2,380,432		2,927,731
All other		308,511		384,686
Total		$2,986,906		$3,518,476

Dolls and Toys	1921	1922
Dolls and parts of dolls	$251,944	$139,288
All other toys	671,458	541,938
Total	$923,402	$681,226

For Eight Months Ending August

	1921	1922
Dollas and parts	$949,305	$862,043
All other toys	956,495	3,655,165
Total	$1,405,800	$4,517,208

Glassware

For Eight Months Ending August

1921	1922	1921	1922
$118,665	$229,570	$942,039	$1,384,656

China Clay

For Eight Months Ending August

1921	1922	1921	1922
$99,637	$425,729	$830,750	$1,894,032

Hydrate of Potash

Containing not more than 15 per cent of caustic soda

For Eight Months Ending August

1921	1922	1921	1922
$35,939	$31,452	$311,439	$607,811

Table and Kitchenware of Metal, Enameled or Glazed

For Eight Months Ending August

1921	1922	1921	1922
$14,623	$52,852	$266,249	$302,507

Exports	1921	1922
China and porcelain:		
Table and kitchenware		$16,247
*Other china and porcelain ware	$19,151	5,826
Earthen and stone ware:		
Table and kitchenware		5,784
†Other earthen and stoneware	136,011	54,345
Total	$155,162	$82,202

For Eight Months Ending August

	1921	1922
China and porcelain:		
Table and kitchenware		$131,906
*Other china and porcelain	$225,737	82,424
Earthen and stoneware:		
Table and kitchenware		68,095
†Other earthen and stoneware	1,448,530	608,852
Total	$1,674,267	$891,277

Dolls and Toys

	1921	1922
Dolls and parts of dolls	$16,033	$27,054
Games		12,690
Mechanical toys	17,652	11,734
All other toys	168,318	147,404
Total	$202,003	$198,882

For Eight Months Ending August

	1921	1922
Dolls and parts of dolls	$82,286	$110,586
Games		45,421
Mechanical toys	109,938	44,552
All other toys	961,695	714,489
Total	$1,153,919	$915,047

Glassware

	1921	1922
Table glassware, plain		$156,203
Table and other glassware, cut or engraved	$6,040	14,651
Globes and shades		34,084
Total	$6,040	$204,945

For Eight Months Ending August

	1921	1922
Table glassware, plain		$828,473
Table and other glassware, cut or engraved	$135,969	$101,780
Globes and shades		$276,602
Total	$135,969	$1,206,865

China Clay

For Eight Months Ending August

1921	1922	1921	1922
	$76,500		$19,409

Table and Kitchenware of Metal, Enameled or Glazed

For Eight Months Ending August

1921	1922	1921	1922
$45,135	$64,454	$1,627,966	$398,102

* Not including electrical porcelain.
† Not including sanitary and chemical wares.

An Invitation for Business Houses 100 Years Old

To all business houses in the city which have been in business uninterruptedly for one hundred years, invitations have been sent by the Merchants' Association of New York, to send representatives to the mass meeting to be held at Madison Square Garden, November 17, to celebrate the 25th anniversary of the association. President Harding is expected to address the meeting and in order to have its list complete, the association is asking houses eligible to send in their names to its offices in the Woolworth Bldg., 233 Broadway. It is proposed to make public the list of the century old business houses in the city and it is believed that such a list will indicate the permanent character of the city's business structure.

Chain Stores Report Gain

The F. W. Woolworth Company reports gross sales of $15,774,126 for October, the largest total for any October in the history of the company. For the first ten months of the current year gross sales of $125,001,160 are reported, against $110,351,799 last year.

The S. S. Kresge Company for the nine months ended September 30, 1922, reports gross sales of $42,344,749 against $36,868,609 in the same period last year. The company has opened twelve new stores since the beginning of the year, and four additional stores will be opened before January 1.

Goods Well Displayed Make Sales Climb

Toledo Store Opens New China, Glass and Housefurnishing Department Under Direction of Live-Wire Buyer and Scores a Hit—People Like to Shop in a Nice Store and the Photos Indicate One Reason Why

WHEN La Salle & Koch, Toledo, O., opened a new china, glass and housefurnishing department last July, they were fortunate in two ways. They had a modern store and had the keen judgment to pick a good man, Charles H. Baxter, to manage the new department. Previously space for the china and allied lines were sublet to outsiders, but a year ago the company decided to have its own china department and gave Mr. Baxter *carte blanche* to go ahead and fix up the entire fifth floor.

In remodeling the departments Mr. Baxter endeavored to carry out his idea, that goods are best displayed when they are shown from the customers' point of view. With the idea of displaying his wares much as the customer would see them in her own home, the old color scheme of yellow and black was abandoned and a new and more appealing decorative combination selected—French gray and Delft blue. The woodwork is largely in gray and the china is displayed on gray tables covered with blue whipcord. Shelving on the pillars is of glass and for the display of glassware glass shelves and mirror backs are used.

To facilitate serving customers, and to avoid delays made necessary by frequent trips to the stock room, as much stock as possible is carried on the selling floor, in convenient bins beneath the tables. In the housefurnishing department open bins are used to contain much stock in the more compact items. The reserve stock room is on the same floor in the rear, To attain the advantages of practically a daylight store, the wall cases were built around the windows. While the department is located on the next to the top floor, it is quickly reached by special express elevators. In the center aisle, opposite the elevators, ten tables are conveniently arranged for the display of special sale items. Mr. Baxter, who has had over twenty years' experience in the retail line, was buyer of basement merchandise in Gimbel Bros. when this concern opened its New York City store.



Looking Down the Main Aisle, Showing the Glassware Department on the Left and the Attractive Circular Special Display Tables on the Right



A View of the China Department, Picturing the Artistic and Practical Table Bins on the Left and on the Right the Electric Utilities and House Furnishing Goods

Thomas Store Has Appealing Gift Department

One of the most successful gift departments in the Middle West has recently been inaugurated by the John Thomas & Co., Minneapolis. While this store is not particularly large one it has turned over practically the whole third floor for gift display. Stepping from the elevator the customer walks down a long aisle, flanked by gift tables, to a tea shop. Reasonable prices and timely gifts for each particular event are the outstanding ideas of Miss Jessie H. Taylor, the buyer. With this idea in mind the tables are arranged with gifts for the season in swing and an artistic card announcing the occasion. This is a pertinent suggestion to those waiting for friends and is a good sales booster.

In the rear of these tables are over a dozen tables arranged diagonally, each illuminated with a gift lamp of a different kind, with the tables arranged in different ways. In large glass cases are displayed the choice items of Dutch silver, fine china and glassware, and bowls containing goldfish are grouped here and there. The wall space is taken up with displays of fiber baskets, imported bird cages, teakwood stands and French and Italian novelties in vases, candlesticks, wall plaques, etc. Upon

(*Continued on page* 30)

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

THE well known importer, Herman C. Kupper, sailed on Tuesday aboard the Mauretania for a European trip, which will take him first to the Ahrenfeldt factory at Limoges, France. He will then visit Switzerland, Germany, Italy and England, to complete arrangements for the representation in the United States of several new factories. Mr. Kupper expects the importance of his mission will keep him busily engaged for several months. Mrs. Kupper accompanied him on the trip.

Emile Duessell, well known in the trade through his former connections with L. Straus & Sons and the Gimbel Brothers contract department, has secured the New York representation for the American China Products Co., Chesterton, Indiana, a new factory which started operations, about three months ago, making a line of vitrified hotel ware. The plant is operating seven kilns at present and in view of the success they are enjoying with their ware, are considering increasing the capacity of the factory. Being a non-union plant they are not affected by the strike in the industry. Mr. Duessel has established his office and showroom at 1123 Broadway, corner of 25th street.

Arthur H. Maddock of John Maddock & Sons who arrived in this country about October 1st, for a business conference with John Miller, head of Maddock & Miller, Inc., and to study retail conditions and the requirements generally of the crockery trade in this country, sailed for home last Saturday, aboard the Cedric, well pleased with the results of his visit. He was especially pleased with the beautiful new quarters of Maddock & Miller in the Miller-Kupper Building, 39-41 West 23d street, which he thought would be difficult to improve upon.

C. H. Taylor, the well known manufacturers representative, returned to New York last Wednesday from Florida. On his way home he visited the S. A. Weller plant at Zanesville and the Lotus Cut Glass Co.'s factory at Barnesville, O., both of which are represented by him in the New York market.

Robert D. Miller, of Maddock & Miller, Inc., is showing the concerns lines at Youngs Hotel, Boston, this week.

J. H. Venon returned on Monday, very much gratified at the results of a month's trip through the middle west, where he called on the trade with his traveling representative, Leon Vallee, in the interest of his well-kno lines of imported dinnerware and glassware. He fou conditions decidedly on the upward trend.

Joseph Levy, president of the Lewis & Neblett C Cincinnati, O., accompanied by Carl Meyer, Jr., son the Vice President of the concern, are in New York t week placing orders for the firm. They are making th headquarters at the offices of the Horace C. Gray Co

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The Ohio China Co., located at 226 Bowery, has j welcomed home Maurice Basescu from his tour of continent. Mr. Basescu returns with a full knowled of general business conditions in Europe and is n ready to take up his work of representing his firm. H father, Nathan Basescu, now the sole proprietor of firm, announces that with the cooperation of his so Maurice and Arthur, he is prepared to offer a serv to the trade, which will uphold the good reputation joyed for so many years by the Ohio China Co.

Charles Aaron of the Homer Laughlin China Co., i visitor in New York this week calling on a number of friends here.

W. H. Fisher, traffic manager for the United Sta Glass Co., was in town for several days during the we on special matters relating to his department.

A. C. Scroggins, Jr., Secretary of the Fostoria Gl Co., Moundsville, W. Va., spent a few days this week New York conferring with local manager John Nix and attending to other special business for the factory.

Frank L. Warren, buyer for the Callender McAus & Troup Co., Providence, was in town this week plac orders for holiday goods, as well as to fill in the g caused by heavy inroads made by the store's "Anniv sary Sale," held in October, which Mr. Warren repor to be one of the most successful from every standpo ever held in his department.

Jos. Bason, buyer for A. Lisner, Washington, D. was in New York this week placing orders for holi requirements.

The Messrs. Wise Get the Liberty Works Li

Charles L. Wise and David L. Wise, 10 West street, have acquired for representation in the New Y market, the line of light cut glassware made by the L erty Works, Egg Harbor City, N. J. The concern

turning out one of the most comprehensive lines of light cuttings on the market, which includes both staple items and novelties. They have secured this line in addition to the factory's wrought iron specialties, aquariums, etc., which they have represented here for some months past. This, as well as the other factories which they represent, will all be shown at the Fort Pitt Hotel in Pittsburgh during January, by Charles L. Wise and Hugo Hart, of the concern's sales staff.

Genung's Opens New Annex

The Genung, McArdle & Campbell, Inc., Mt. Vernon, N. Y., has opened a new annex which has been in course of construction since last spring and has cost approximately $100,000, including the latest cash carrier system, which was installed at a cost of $16,000. This new addition enlarges the sales area by some 10,000 feet and affords opportunity to add more departments and to enlarge many others. One of the new conveniences for the patrons of the store is an artistically equipped ladies' rest room on the balcony. Another new feature is the up-to-date housefurnishing department located in the basement. The history of this progressive store covers a period of some 25 years, when Merwin E. Genung, now president of the present firm, acquired the old Berry store. Beginning with a floor space of 25,000 square feet, the store has steadily expanded until it now occupies 45,000 square feet of space.

OBITUARY

Jacob Gimbel

Jacob Gimbel, oldest of the six brothers who control the Gimbel Brothers chain of department stores, died at his home at 128 South Delancey Place, Atlantic City, after an illness of several months. Mr. Gimbel was seventy-two years old, and resigned the Presidency of the Philadelphia corporation about two years ago because of his health and was made Chairman of the board.

With him when he died were his five brothers, Isaac and Louis Gimbel, heads of the New York store, and Daniel, Ellis and Charles Gimbel of the Philadelphia and Milwaukee stores.

Jacob Gimbel was born in Vincennes, Ind., on Sept. 26, 1850. His early business training was acquired with his brothers under the direction of their father, Adam Gimbel, an upright and able business man, who came to America from Bavaria and opened a little trading post in Vincennes in 1842.

When he was still young Adam Gimbel moved to Illinois and opened a small store which was not so successful as the first venture, so he moved to Milwaukee and founded the department store that was the basis of his fortune. The store in Milwaukee grew rapidly under Adam Gimbel's management, backed by the hard work of his sons, and they again branched out, this time making the jump to Philadelphia, where they founded what was for many years their greatest store. With the death of Adam Gimbel, Jacob became the head of the house and the President of the Philadelphia store, which kept under its control the Milwaukee store. The New York store was a separate company, but in all the Gimbel affairs the word of Jacob was final.

When the $35,000,000 merger of the three big stores was completed a year ago Jacob Gimbel became Chairman of the Board of Directors, which had control of the policy and future plans. It was not until early in June, however, that he relaxed his close attention to business details.

Mr. Gimbel was never married. He found interest outside of his business in charitable work, and for ten years he was President of the Federation of Jewish Charities, which he founded. He contributed largely to charity in ways that were never made public, and many poor people in Philaedlphia, particularly of his own race, had reason to remember him. In his later years he was a patron and contributor to the Philadelphia Orchestra and the Philadelphia Grand Opera Company.

The funeral services were held on Thursday morning in the Rodeph Sholom Synagogue in Philadelphia.

Buyers in New York

NOVEMBER 3, 1922.

A. Mendel, general mdse., manager, Mendel's, New Haven, Conn., 1150 Broadway, care Baer & Lilienthal.

M. S. Bornstein, toys, J. Bornstein & Sons, Seattle, Wash., Pennsylvania.

A. H. Baum, housefurnishings, M. Goldenberg, Washington, D. C., Pennsylvania.

S. Levy, housefurnishings, Strauss-Hirschberg Co., Youngstown, O., 1150 Broadway (Baer & Lilienthal).

NOVEMBER 4, 1922.

B. G. Twitchell, china, glass and lamps, Wise, Smith & Co., Hartford, Conn., 105 Grand Street (Jay Co.).

NOVEMBER 6, 1922.

W. M. Sporborg, genl. mdse. manager, D. B. Loveman Co., Chattanooga, Tenn., 1150 Broadway, care Baer & Lilienthal.

G. A. Laubach, mdse, manager, Wm. Laubach & Sons, Easton, Pa., 41 Union Square, Pennsylvania.

O. Davis, housefurnishings, J. R. Libby Co., Portland, Me., Imperial.

F. L. Warren, housefurnishings, Callender, McAuslan & Troup Co., Providence, R. I., 240 Madison Ave.

NOVEMBER 8, 1922.

C. J. Robinson, china and glassware, Jordan Marsh Co., Boston, Mass., 432 4th Ave.

L. J. Ottenheimer, housefurnishings, Doyle Kidd D. G. Co., Little Rock, Ark., 60 Worth St.

A. J. Moser, housefurnishings, china and toys, I. Sulzbacher, Steubenville, O., care Baer & Lilienthal, 1150 Broadway.

Miss C. K. Lawrence, gift shop novelties, Chas. A. Stevens & Bros., Chicago, Ill., 141 West 36th St.

Sol Harris, mdse. manager, Mendel's, New Haven, Conn., 1150 Broadway, care Baer & Lilienthal.

Leiter Stores Open New Housefurnishing Department

The Leiter Stores, Chicago, has opened a new department on the fifth floor, devoted exclusively to housefurnishings. This concern, which opened its first store in April, 1920, operates a modern department store by the cooperative system. At its opening the sales area covered but one floor, and in two and one-half years it has expanded to five floors and a basement.

BEL-GLO GLASS

BEL-GLO COMPANY

GLASS

1923

CATALOGUE

READY

Let us have your name
for our mailing list

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PAPERwhite Narcissus growing in water. We have other kinds for this same purpose.

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Order now and enjoy full selling season.

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WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

TWO Federal labor mediators arrived in East Liverpool Monday to make another effort to adjust the differences existing between the United States Potters' Association and the National Brotherhood of Operative Potters. They are W. H. Rogers, who has been doing service at Allia, Iowa, and L. R. Thomas, of Pittsburgh, Pa., the latter having visited the district at the beginning of the strike in the generalware industry. The arrival of these men is the only new incident in the pottery strike situation.

No statements have been issued by either side during the past week having a bearing upon the strike. Whether the Federal labor conciliators will be able to bring about an adjustment, the future only will determine. Just now neither side is making any move. Here and there some ware on the floor of the warehouses is being packed and shipped, an occasional carload being forwarded from some of the plants in this district, while from other plants, only packages are being shipped. Shipments from one of the larger potteries in this district during the first month of the strike were valued at between $45 and $50. Strike benefits of $10 per week continue to be paid the idle potters who are members of the Brotherhood, payments being made every two weeks from the various local unions. The benefit list is first certified by the local unions to the National headquarters, and in turn checks for total are issued, later to be distributed among the members of the different local unions. In the sanitary branch of the industry, eight firms have signed an agreement with the Brotherhood to pay the old scale of wages, and these plants are in operation. No firms have signed the general wage scale other than those reported the first night of the strike. "We have nothing new to announce," declared Secretary Charles F. Goodwin, of the Potters' Association. "There's no change in the situation," comes from President John T. Wood of the Brotherhood. And there you have the pottery strike in a nutshell.

The pottery trade as a whole is interested in the following from the Staffordshire (England) Sentinel:

The English China Manufacturers' Association have raised the selling prices of the cheaper grades of china, involving a reduction of approximately 10 per cent. This has been effected by an alteration of base prices.

The reduction has been made with a view to securing the maximum amount of business in export markets for the autumn and early spring. This is a reduction which it had been anticipated would have been made next March, but, owing to the exigencies of overseas trade, the revision could not be delayed.

Next March, it was generally agreed, would have been too late to secure export business which is urgently required to keep factories going and operatives employed. The reduction applies to the home market also, but it has been made with the particular object of inducing overseas business at the time when foreign and Colonial buyers are placing orders.

"In the industry the decision is regarded as a bold step to take at this juncture, since, as indicated, the reduction was intended to be made next March and economies in the cost of production to date do not warrant lower selling prices at present. It is hoped, however, that results will justify the step taken, and that workpeople on short time will benefit by improved employment."

Charles Sebring, president of the Sebring Pottery Co., Sebring, O., has left for Pinehurst, N. C., where he will spend a season, being interested in golf while there.

An action has been filed by the Fairbanks Co., of Pittsburgh, Pa., against the Pittsburgh-American China Co., of Greensburg, Pa., to recover $10,250 for materials furnished during plant construction.

Among buyers visiting the district of late have been: Miss Ella Brennan, with the Rothschild store, Chicago, Ill.; Ferd Schmidt, Brinsmaid Co., Des Moines, Iowa; J. D. Mulholland, with J. D. Wilson Co., Brooklyn, N. Y.; F. W. Obermeyer, Krenning-Westerman China Co, St. Louis, Mo.

E. H. Haeger, of the Haeger Potteries Co., of Dundee, Ill., was visiting among the trade here recently.

Frank M. Ransbottom, of the Ransbottom Bros. Pottery Co., Ironsport, near Zanesville, O., has retired as Grand Master of the Grand Lodge of Ohio F. & A. M., the annual meeting of which was concluded a few days ago at Columbus. Mr. Ransbottom is the only manufacturing potter in Ohio to have ever held that office.

Construction of the new plant for the Crescent China Co., which is being put up on a site just west of Sebring, is progressing under favorable circumstances. When the foundation was finished for this seven-kiln shop, the H. K. Furgeson Co., of Cleveland, O., assumed charge, and now the walls are going up.

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS FACTORY ACTIVITIES

By

M. K. ZIMERMAN, REPRESENTATIVE

GLASS factories, speaking in a general way, are doing an active business so far as the general lines are concerned. The rush to get merchandise shipped for the holiday trade is now in full force. Mail orders are being received daily for holiday requirements, even the jobbing houses being interested in obtaining additional stocks. An improvement in transportation facilities has been reported by traffic managers, and deliveries are going forward with a little more speed than at other seasons this year. Staple lines are moving nicely while the demand for the novelty lines is very strong.

It was reported in the district this season that some factories making a strong feature of hand-decorated glass lines have sold up for 1922 delivery, and no more business is being accepted for current delivery. Salesmen for these particular factories are not taking orders only for 1923 shipment. This situation would indicate that decorated novelty glass lines will be featured extensively by the retail trade this year.

Following an idleness of several months, the offhand chimney department of the Star Glass Co., of Star City, W. Va., has resumed operations. This department went on full time last Monday.

Rapid progress is being made upon the new plant of the Saeger Glass Jar Corp., which is erecting a new plant at Betula, Pa., and it is likely that production will be entered soon in the new year. The company is composed of Buffalo, N. Y., interests, and the containers that will be featured by the company are to be made under recently allowed patent rights.

Interest continues to grow in the Glass and Pottery Exposition which will be featured here in January. Applications for reservations for space from firms who desire to exhibit here next season are in rather liberal receipt at the Ft. Pitt Hotel, although a number have also been received at the William Penn Hotel. It is a bit too early to anticipate the extensiveness of the pottery exhibits, and it is believed that this end of the exposition will depend largely upon the situation in the generalware industry in December.

L. E. Alley, president of the Alley Glass Co., Shinnston, W. Va., and Harry Gilbert, Bridgeport, Conn., are interested in a movement to erect a new glass factory on the Patton Farm near Shinnston. The factory will cost about $300,000 according to present plans, give employment to upwards of 300 men, and production will run to tumblers and stemware. Definite plans concerning the new pl are expected to be announced within a few weeks.

Factories in the Pittsburgh district featuring a line containers experienced one of the most active years i decade in demand for the line during 1922. An extens fruit crop during 1923 will cause these factories to eq the production of 1922, it is said.

With insurance placed at $17,500, the plant of the B grade Glass Co., at Buckhannon, W. Va., was recen destroyed by fire, the loss being placed at $35,000. Co plete plans for rebuilding the plant have not been nounced.

Glass manufacturers in this district were interested the report received a few days ago of a ruling issued the Customs Appraisers, wherein importers of transp ent glassware will be permitted to bring such ware into United States without having such ware indelibly mar or etched with the country of origin. This ruling, s has been reported in the district here, was made a result of a protest lodged with the customs departm by certain drygoods and department stores, which sou to have such merchandise received in American po with a paper label attached to the ware showing the co try of origin. It is also said that this is the first time s importers have been successful in securing a change the tariff provisions since the new law became operat

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As the strike in the generalware pottery industry c tinues, more decorators are being employed in decora departments of glass factories and many are mer employes of dinnerware shops. The majority these workers are employed in the Pittsburgh distr and come from the East Liverpool territory. Week- visits to their homes in East Liverpool are the rule.

Homer Weaver, who has been employed in the g trade in Tulsa, Okla., has left for Poteau, Okla., wh he will assume the management of the Poteau Glass The concern's factory is now in the process of erect

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At a cost of $50,000, the Hazel-Atlas Glass Co. erect a three story machine shop at its plant, Wash ton, Pa.

Salesmen for the United States Glass Co., who now on the road for their last swing around the circle this year, are forwarding some excellent business to home office. The new specialty lines are moving ni

ile the new all glass portable is proving to be one of most active selling lines the company has developed s season. The portable line is to be had in a series different attractive decorations, with the shades tching the standards.

Because of the season, the demand for electric port-es is exceptionally active. The new lines of the Pitts-gh Lamp, Brass & Glass Co., have been in very heavy uest, and all plants of this company are now on an in-ased production basis.

From Johnstown, Pa., comes the report that the T. J. let Cut Glass Co., is going out of business. The same erest that operated this company will convert the nt into a work shirt factory.

William Shimp, 35, foreman of the smoothing depart-nt of the Fostoria Glass Co., at Moundsville, W. Va., lead, following a brief illness of pneumonia which fol-ed an attack of typhoid fever. Mr. Shimp was well own in the glass trade.

OBITUARY

B. C. Simms

B. C. Simms, well known in the pottery industry for ny years in which he had a wide circle of warm friends d at his home in East Liverpool, O., Tuesday night, November 7th., at the age of eighty-one years. He was for a great number of years one of the operating owners of the Thompson Pottery Co., only disposing of his interest in the concern in 1919 to the C. C. Thompson estate. In 1914 Mr. Simms succeeded John C. Thompson as president of the First National Bank of East Liverpool, a position which he held at the time of his death. He was very prominent in the Masonic Order. He was also a veteran of the Civil War.

Business Briefs

E. Lautenslager, Inc., Bethlehem, Pa., has been formed to conduct a general department store business in all its branches. Capital $50,000, incorporators, M. L. Lautenslager, B. O. Longnecker, Bethlehem, Pa.

The Granpa Co., Milford, Conn., has been incorporated as a toy and novelty manufacturing business with a capital of $25,000. The incorporators are Ducley J. Morton, Alfred Fox, A. B. Clark and J. D. Kelleher, all of Milford.

J. Yavner has opened a new china and glassware store at 808 Liberty Street, Norfolk, Va.

The Murry-Smith Co., Wilkes-Barre, Pa., has sold their entire stock of toys to Reese's Bazaar and will devote their entire floor space to the display of house furnishings.

NARCISSUS

Paper White

LARGE FLOWERING TYPE

For Growing in Pebbles and Water

Extra-large bulbs of this popular variety, which can be sold until February. Especially attractive when put up with pebbles in bowls ready for growing.

We offer sound, evenly-graded bulbs in original cases at the following prices for immediate shipment:

15 cm., Jumbo, $47.50 per case of 900 bulbs
14 cm., Mammoth, $45.00 per case of 1000 bulbs

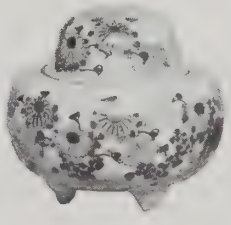
We do not offer the smaller sizes

Stumpp & Walter Co

30-32 Barclay St. New York



Oriental Incense and Incense Burners of All Descriptions



SEND FOR CATALOGUE

NARA TRADING COMPANY

32 UNION SQUARE NEW YORK

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchant Well Posted on the New Offerings Received From the Most Representative Sources

Rock Gold Art Glassware

One of the outstanding lines in fancy glassware which is at once distinctive and beautiful is well evidenced in the new "Rock Gold" ware manufactured by the Bonita Art Glass Co. and attractively displayed by the manufacturer's agents, Cox & Co., 120 Fifth Avenue. This new addition to the comprehensive numbers in the large Bonita decorative lines, has a rich gold surface with a texture resembling stone, from which it has been appropriately named. This ware is obtainable in a good range of fancies, either wholly in the beautiful rock finish or in combination with polished blue glass. This combination is cleverly and artistically achieved and in the case of colognes, the rock gold is contrasted with a deep polished cobalt blue foot and top and stopper of the same glowing color. Among the items on display are urn shaped candy jars, and round candy boxes, candlesticks, comports, colognes, puff and jewel boxes, several sizes in stemware, tea, cream and sugars. Equally rich in color and design is the fast selling silver encrustation, tastefully combined with cobalt blue decorations. The blue in the form of a wide band of color is finished inside and outside with a one-half-inch silver encrusted band, richly ornamented in conventional treatments and forming a charming contrast. This line is most complete and includes a distinctive twisted candlestick, bowls, comports, cheese and cracker and cake trays, salad plates in several sizes and salts and peppers.

New Imported China Lines

Quite the newest arrival in the local market is a line of German china dinnerware and fancy china, which has just been added to the other extensive lines displayed at the salesroom of Charles A. Postley & Son, 2 East Twenty-third Street. These acquisitions comprise pleasing border and other popular treatments and being available for immediate delivery, they are naturally proving attractive to discriminating buyers.

Novelty Shape in Dinnerware Pleases

Something different in shape and happily combining novelty with attractive decorations, has been achieved in the short sets and dinnerware lines of the Steubenville Pottery Company on display at the salesroom of A. H. Hays, Fifth Avenue Building. The new octagon shape in short sets has been particularly well received by the trade and the dinnerware treatments are proving equally good movers. Particularly appealing is the "Spring" pattern, which consists of an all-over decorative treatment artistically combining graceful forms in variety with delightful color. This is well evidenced by this number which consists of birds and flowers in gay colors red, yellow, blue and green. The flange of the plates covered with the bright floral patterns, and an addition note of color is added by a strong blue inside line and blue edge band. More formal but refined and attracti is the "Festoon" pattern, consisting of pink and yello roses, combined with small red, purple and blue flowe with colored edge band. In the "Spray" treatment, t employment of large pink roses and small red and pi flowers, are charmingly utilized in creating this appeali number. Rather less conventional but conforming to t accepted patterns in dignity, is the "Wild Rose," whi comprises a dainty decoration of wild rose sprays wi the natural foliage and further enhanced by brown ed bands. In the short sets, floral treatments are clever and artistically combined with black lines, formi panels in which the rose and other flower treatments a effectively framed.

Featuring Special Sales Items

Articles of wide appeal comprising utility with t artistic are always in good demand as buyers are quick discover the possibilities of this class of merchandise leaders to whet the public appetite to buy. Among th desirable class of special sale items, Geo. C. Kindt & C 19-21 West 24th St., are showing three numbers whi are moving unusually well. Conspicuous among th group is a brass jardiniere of graceful shape. It is 8-inch size with three ball feet and is in the popul brushed finish. Another item which is attracting the a tention of buyers is a strong leader in boudoir lamp These metal lamps are displayed in three graceful shap and include round, octagon and oval designs in light pol chrome finish. The metal pierced shades are silk lin and a selection of rose, gold and blue colors is afford

The Elreco Fills the Bill

Embodying a new and effective device to keep the s flowing freely, the "Elreco" salt shaker distributed the trade by H. A. Marshall, Inc., 200 Fifth Avenue, proving a big seller. Made of an excellent quality of gl in an attractive Colonial shape, it is provided with grinder in the top which keeps the salt broken up. T grinding feature consists of a screw top of polished alu inum, fitted with a grinder operated by a milled thu button and provided with a sifter top. The salt chamb is larger at the top than at the bottom and this, combi with the grinder, effectively breaks up the salt when ca and insures the free flow of the codiment at all tim with nothing to corrode.

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

THE usual weekly visitors arrived in Boston during the week as per usual but a number who haven't had the bean city on their regular calling list also ropped in at various times and would be worthy of men-on. Among them were J. H. Smith, Pascoag, R. I.; be Levi, Taunton; G. H. Tarr, W. G. Brown Co., loucester; John McHenry, Harwich; Ed Galligan, Gal-gan Furniture Co.; Mr. Todd, Todd's Daylight Store, orthampton, and G. M. Haskell, Rutland, Vt.

A. F. Ellis, formerly with Almy, Bigelow and Wash-irn, Salem, who left them a few months ago to open a ore as A. F. Ellis, Inc., reports that he is very gratified the prospects after his first month. Despite the crape ngers who predicted disaster on account of the pottery id coal strike he says "business is good."

With the announcement by S. A. Weller Co., of the lvent of their latest production of vases, known as the a-Sl line, Paul Phillips has placed on display at his owroom at 111 Summer Street, the entire line, which akes a most attractive showing, particularly at this time the year. The unusual treatment of a metallic lustre ckground with picture effects showing landscapes of rest scenes has found instant favor.

A. E. Haskell, who has been at 85 Pearl street for the st two years or so, announces that in December he ll be found at 19 Pearl Street, where he formerly had s office. He has engaged larger quarters on the third or where he can display the Federal Glass Co. line as ll as his lines of china, aluminum and woodenware to tter advantage. No one but one who has moved a mple room such as his can appreciate what a job he s before him. Our best wishes are with you "Bert."

The Tabor Furniture Co. are to open a new store at ew Bedford on or about November 15, according to lat-advices. Mr. Tabor will be remembered as a mem-r of the Atherton Furniture Co. staff of Brockton, for ny years.

W. E. Noyes and Carl Howard of the W. T. Grant ndicate spent part of the week in the New England ritory visiting some of their chain stores.

OBITUARY

Ernest H. Rowe

Ernest Houghton Rowe, known to many in the wood-eware business as treasurer of the Whittier Wooden-re Co., corner of Merchants Row and South Market Street, died at his home in Lexington last week. He had been associated with the company for a little more than twenty-five years. Up to a year and a half ago Mr. Rowe made his home in Arlington. He was born in Newburyport July 18, 1863, and during his early life was in the grocery business. Surviving him are his wife who was Charlotte Elizabeth Currier of Newburyport, a daughter, Mrs. H. S. Holt of Springfield, and Walter D. Rowe, a brother, also of Newburyport,.

Business Briefs

The Dow Mfg. Co., Braintree, Mass., has been incorporated with a capital of $50,000 to manufacture household appliances. Incorporators are John King, and Albert Cohen of Boston and Fred S. Moore of Melrose, Mass.

The Dooley Doll & Toy Factory, Atascadero, Calif., has been incorporated with a capital of $250,000.

The People's 1-cent to 98-cent Store has opened at 328 Main Street, New Britain, Conn., with special sales held every day of the opening week.

The S. S. Kresge Co., Wilmington, Del., has purchased the old library building for about $350,000 and will raze the building for the erection of a new building which will be occupied as a 25-cent to $1 department store.

Brittan Bros., Inc., Spokane, Wash., John P. Brittan, president, and Percy P. Brittan vice-president, have leased for a period of 20 years the Wolverton Bldg. at a yearly rental of $30,000 which will be remodeled for the occupancy of Britt's 5-cent to $1 store. The building has a floor space of about 30,000 square feet.

The Ellsworth Store, South Bend, Ind., has opened a new gift shop on their main floor.

W. T. Grant Co. have opened a new 25c. to $1 store in Portland, Me.

Veach's Housefurnishing Store, Franklin, Pa., recently held a grand opening after being extensively remodeled and improved. An attractive display of china, glassware and gift goods was assembled on the main floor.

Kerr & Nead, Troy, Mont., have opened a general merchandise store in the Kinzie Building.

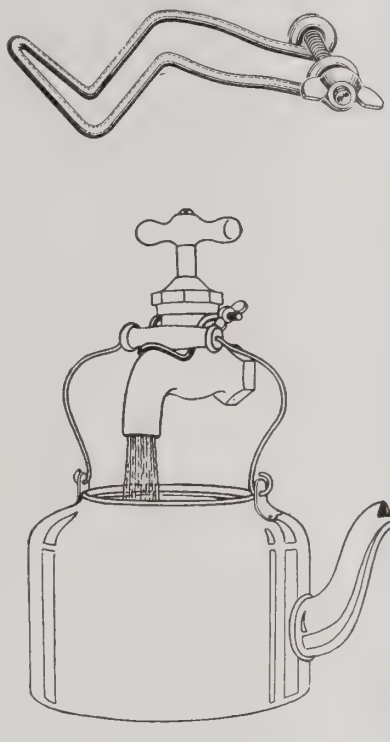
In the Household Utility Aisle

Some Practical Aids for Easier and Better Housekeeping—Time Savers and Labor Lighteners That Appeal to Busy and Discriminating Housewives and Are Stocked by Progressive Merchants Who Are Alert to Supply What the Public Wants

By Beatrice Miller Wisner

Kettle Holder That Holds

One of the neatest utilities for eliminating the disagreeable task of holding a kettle under a faucet while filling with water is manufactured by Charles E. Ellis, 32 Central Avenue, Newark, N. J. This device is such a needful culinary article that it has been very significantly termed "The missing link in kitchen equipment." The mistress of the kitchen department has long felt the need of some attachment which would lift the strain of holding a kettle or other vessel under the water faucet while in the process of filling and with the above device, illustrated, one can see how easily this task can be accomplished by simply attaching the holder to the faucet. This Kettle Holder will fit any kitchen faucet and it can be attached or detached with ease and little time. The old method of filling a kettle or other vessel was to rest the receptacle on the bottom in the sink. This often resulted in ugly scratches to the sink and drippings on the floor and range. With the new Kettle Holder all disagreeable mussy features of filling vessels is eliminated and much time and labor is saved. The Holders sell at retail for 10 cents and are furnished to the trade on attractive display cards, containing a dozen each. Simplicity, economy and efficiency speaks for this excellent Faucet Kettle Holder.



Force Cup A Household Need

Possibly there is no more desired household utility than a good force cup. Every housewife knows by experience the alarming features and frequent occurrences of the stoppage of sink drains and the necessity of calling a plumber when this occurs. With the use of a reliable force cup, the plumber's assistance is avoided and in many cases eliminates the possibility of costly damage by overflow of water, destruction of furniture, etc. The Durst Manufacturing Company, 119 Chambers Street, one of the largest manufacturers of force cups in the world, are now putting up their famous "Dumaco" force cup in one carton, which is having a tremendous success owing to its established ability and durability. These excellent cups are a boon to the housewife, who realizes the terrors of pipe stoppage and the need of a utility for handy service and economy. The Durst Manufacturing Company is among the leaders in the production of rubber goods, having been established for a decade. The company now have branches in Chicago, Detroit, Boston and have recently opened a branch at 103 Seventh Street, Philadelphia. The "Dumaco" force cup is an indispensable utility and has demonstrated its worthy feature through constant demand and repeat orders.

"Lightning Mixer," A Tested Utility

The mixer herewith illustrated is a novelty in the line of whip and beating devices on the market, which has proven its efficiency in rapid service, and its strong construction has established it as a household need in the culinary department. The Lightning Mixer, manufactured by the National Company, Cambridge Station 39, Boston, Mass., is made in two sizes; quart and pint. It is finished with steel top, first copper-plated and then nickle-plated. The jar is of special, heavy pressed glass. This mixer is hand operated, and its uses are various. For heating eggs, its service is quick and thorough. It will whip cream in a few seconds and is also a splendid butter churner; mixes gravies, desserts and dressings as quickly as it does malted milk and baby foods, and will blend thoroughly all ingredients in drinks. This excellent mixer being a hand-working device, saves time, is sanitary and easily cleaned.



THE CHICAGO MARKET

By

J. H. Smythe, Representative

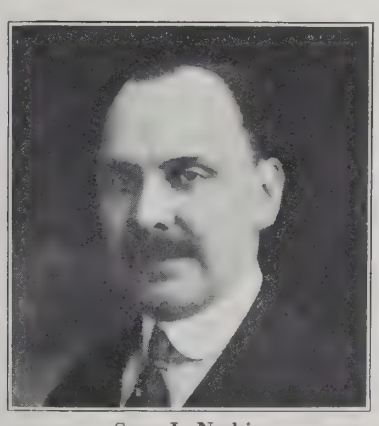
CHICAGO OFFICE
312
SOUTH
CLARK
STREET

Ling Resigns. Natkin to Succeed Him

The resignation of John H. Ling, buyer of crockery nd glassware as well as merchandise manager for a umber of departments for Mandel Brothers, for the past ne years, immediately followed by the announcement at Sam J. Natkin, buyer for "The Fair" had been osen as his successor, came as a complete surprise to e local trade last week. Mr. Ling's resignation will ke effect January 1, when he plans to enter the manu- cturers representative business in the Chicago market. r. Natkin is under contract with "The Fair" until the st of February next year, but it is probable that he will released in time to take up his new duties with Mandel rothers on January 1.

Both of these buyers are well-known the country over d are especially popular with the Chicago trade. Both ve been active workers for the Chicago Glass, Pottery, umps and Housefurnishings Association and were high- instrumental in the success of last years Exhibit. Mr. ng is chairman of the executive committee of the asso- ation and Mr. Natkin is chairman of the Finance com- ttee, the two most important committees of the asso- ation.

Mr. Ling's resignation was prompted by a desire to go i o business for himself. He is unusually well qualified r the new work he has chosen by reason of his many ars experience in buying merchandise of the art and usehold wares type. In addition to knowing the buy- ig end of the trade, Mr. Ling holds a big asset in his rsonality which has won for him the friendship and od wishes of buyers as well as manufacturers and esmen.



Sam J. Natkin

Mr. Natkin's change naturally is a big step forward. s success during the past ten years as buyer for the r has been generally recognized on State Street. He i hard, sincere worker, who sets a standard and then ceeds to live up to it. The sales of his department e shown consistent gains throughout his years with the Fair, and he has introduced merchandising methods that assure the greatest turnover in the shortest length of time and with the smallest investment. He has kept his stocks at a minimum and has been keen enough to know what the discriminating women buyers want. In speaking of buyers' methods recently Mr. Natkin said: "In my estimation the buyer and the salesmen are on an equal footing. The buyer could not get along without the salesmen and their factories any more than the salesmen can get along without the buyers. We cannot buy from every salesman any more than the salesman can sell everybody, but we can at least be courteous and see what he has. I consider the friendship of the seller worth considerable, for when he has something special to offer I am one of the first to hear of it. The buyer who refuses to see salesmen, keeps them waiting unnecessarily, or is discourteous, is following a 'pin head' policy which will react to his detriment."

The Crockery and Glass Journal joins the members of the trade in extending every good wish for success to Mr. Ling and Mr. Natkin in their new work.

It was rumored on the Chicago market this week that the potteries and the striking potters were nearing a basis upon which they could resume work immediately at the old wage scale and enter negotiations for a settlement on or before January 1. This news was encouraging to the trade as a whole, although it is now too late to expect the potteries to turn out much ware for the holiday season even if work is resumed immediately.

W. T. Darden, manager of sales for the Albright China Co., and in charge of their Chicago office in the Palmer House, returned last week from a seventy-two day selling tour of the country. He visited thirty-three cities, covering all parts of the country with the exception of New York and the New England states. Starting East, Mr. Darden circles South and then West, covered the Pacific coast and returned by way of the Northern tier of states. Business secured on the trip was more than satisfactory, and he spoke enthusiastically about the general sentiment of the trade indicating a healthy, normal condition throughout the country.

H. E. King, head of the Hugh E. King Sales Co., of Chicago, accompanied by Mrs. King, sailed from San Francisco on the fifteenth of last month for Honolulu, where they will take an extended vacation.

Albert H. Burton, with Hugh C. Edmiston of New York, importers, returned to Chicago last week following an extensive trip on the West Coast.

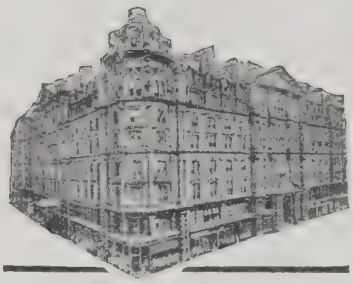
CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



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Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr, Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

A few words in this space will bring in many dollars

Phone Wabash 860

THE HAEGER POTTERIES, Inc.
Pottery of Distinction
Dundee, Illinois
Chicago display with
W. C. OWEN
17 No. Wabash Ave.

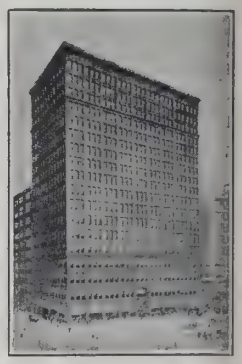
FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING

Madison and Wabash

THE PLACE TO BUY GLASSWARE

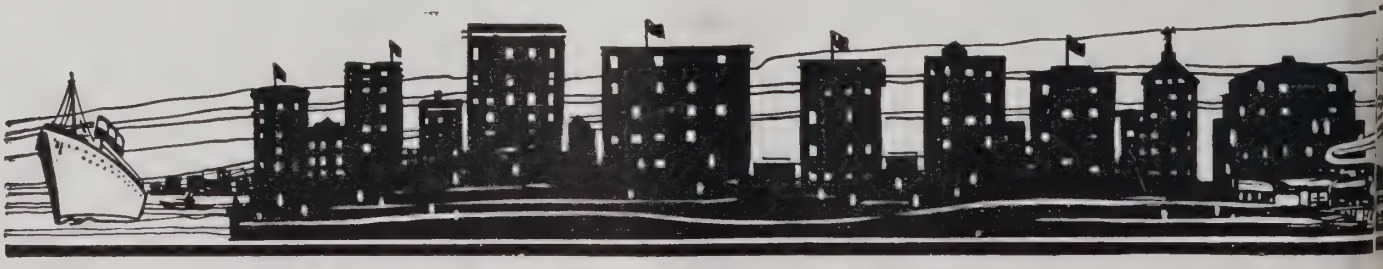


The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach the trade you want. Phone Wabash 860 for particulars.

JOYCE ART STUDIO
Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
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5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.
Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
Phone
Central 3497.



CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS

GIFT SHOP & ART GOODS-DOLLS & TOYS

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
T. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

HE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

DARRAH & CONWAY CUT GLASS CO.

N. Michigan Ave., Chicago
Light cut stemware and tumblers.
Room 1206 Towers Bldg.
Telephone State, 7263

ile in Chicago Visit

STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.



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17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

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Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

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HELP WANTED

SALESMAN—Exceptional opportunity is available for crockery salesman with following in English earthenwares, French and Bavarian chinas and fancy lines. This position will be permanent if you are a real salesman. Very good money can be made by the salesman who takes this built up territory. Replies will be respected and confidential. Box 214, care CROCKERY AND GLASS JOURNAL.

WANTED—Old established importing and wholesale house in the china business located in the East wants two salesmen for the south and southwestern territory. Necessary to have experience in the line. Preference to those having an established trade in that territory. Salary and commission. In reply give full outline of past experience. Address Box 213, care CROCKERY AND GLASS JOURNAL.

BOOKKEEPER, age 26-35. Knowledge of China for western factory. Box 216, care CROCKERY & GLASS JOURNAL.

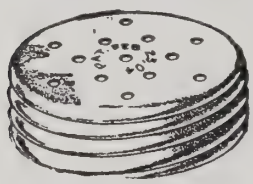
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Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.



Celluloid "Salt and Pepper" Caps

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MANUFACTURERS OF GLASSWARE.

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FACTORY:
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New York Office: 290 Broadway.

Thomas Store Opens Gift Shop

(*Continued from page* 17)

entering the department the customer finds herself in a friendly atmosphere quite unlike the average crowded department store, and this psychological effect is most conducive to sales, for the articles shown appeal to all tastes and ages, from baby to grandfather with corresponding price range.

New Form Required for Canadian Shipments

Shippers of goods into Canada will find interest in the new ruling made by authorities of the Dominion that each shipment must be accompanied by Customs invoices made out in triplicate. A new form of invoice has been prepared and this is the form which must be filled out for all shipments dated after October 1, 1922.

The Second Chicago Show

Present indications are that the Second Chicago Ex hibit of glass, pottery, lamps and housefurnishings to b held Feb. 5 to 17, at the Congress Hotel will be th largest and best, from the standpoint of displays and a tendance, that has ever been held in America. More tha half of the 300 rooms set aside by the management o the hotel have already been taken and the list of exhib itors includes many of the most representative firms i the country in glass, pottery, lamps and housefurnishing

The reservations for rooms to date total much heavie than at this time last year when preparations for the Fir Chicago Exhibit, held Feb. 6 to 18 at the Morrison Hote were reaching a zenith. While at the present time a num ber of good rooms still remain untaken, a conservativ estimate is that within the next few weeks these room will be assigned.

The second Chicago exhibit is being held under th auspices of the Glass, Pottery, Lamps and Housefurnish ings Association of Chicago (Not for Profit). Comple information concerning the show will be sent to eith prospective exhibitors or to buyers planning to atten if they will address Ira A. Jones, Secretary, Glass, Po tery, Lamps and Housefurnishings Association, 9 Nor Wabash Ave., Chicago, Ill.

Business Briefs

Forrest Dailey has opened a variety store at Bow Hope Streets, Millville, R. I.

The Union Department Store, Charleston, W. Va., h been incorporated with a capital of $50,000 by M. Maj tic, M. Thomas of Osage and Joseph Cantor and C. Brandon of Fairmont, W. Va.

H. S. Crossfield, Murphysboro, Ill., has opened a n variety store on Fifteenth Street.

The Souther Crockery Co., Richmond, Va., was r cently damaged by a fire which swept the plant and d damage estimated at $25,000.

The Sterling Glass Co., Lapel, Ind., who recently s its plant to the Thompson-Talor Co., Chicago, is n being remodeled and new machine is being installed.

The Play-O-Lite Co., Worcester, Mass., has intro duced a new type of piano lamp which may be attache to the instrument to give a powerful light directly on the music.

Craig Bros., Washington, O., has opened "The K il worth Gift Shop" department in their house furnish store.

ESTABLISHED IN 1874 PHONE STUYVESANT 6052

Crockery and Glass Journal

The Representative Paper of the Industry
Devoted to
CROCKERY, GLASS, HOUSEFURNISHINGS
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DOLLS AND TOYS
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VOL. 95 NOVEMBER 16, 1922 No. 20

AS THE EDITOR SEES IT

MEETING MAIL ORDER COMPETITION

"YOU can't dodge competition," we said in last week's editorial, and this is a kind of sequel to that story. If you can't dodge competition you have got to meet it and if you are going to meet it the first pertinent question any practical merchant is likely to ask is—how? There has been much discussion about this mail-order business and a good many adjectives have been fired at the subject. Words used in this way may serve the purpose of getting something off your chest, but that is merely a personal matter and not a business proposition. Let us get down to brass tacks.

THERE is a good deal of truth in the old axiom which says that the pen is mightier than the sword, but even a self-filling spouter of ink is not of much value unless there is an idea in the head of the man who handles it. There is a better way and a more profitable way of using adjectives than hurling them at competitors. Words have their uses and a particularly good use to put them to for building business is in advertising. Advertising, in all form, is publicity, and publicity is letting people know about your store and good publicity is not only letting people know you run a store, but that you run a good store, stocked with the goods they need and want, at prices that are attractive and insure absolute satisfaction. That is the best publicity message you can put across, and you should lose no opportunity at any time to drive this message home.

YOUR holiday business this year depends a good deal on how hard you work to build it. The same applies to your spring business, and business the year round. You will get business, some business, if you don't do anything in particular but just stock up with seasonable goods and wait for customers to come in and take them away. But this is not meeting mail-order competition. It is dodging it. This is not a good way to keep money from going out of your town. The mail-order houses are live-wires and you have got to be a live-wire and let your townpeople know you are very much alive, or your trade is surely going to be less than it should be. The tide of business is steadily rising. Department store sales in over five hundred reporting stores throughout the country for September registered an increase of nearly twelve per cent over last year. Sales of the two largest mail-order houses for October were nearly forty-one per cent larger than in September, and over twenty per cent larger than in October, 1921. There is a good deal of material for thought in these comparative figures. Think!

MAIL-ORDER houses are fully informed of the value of well-selected words. They advertise. They prepare a long way ahead. While the merchant is about ordering his holiday merchandise the mail-order houses are sending catalogues picturing their holiday goods to a million or more customers. Some of these customers are in your city and town. And when these customers, who don't know what you are going to have to show them, look through these big catalogues of a thousand pages, is it to be wondered at that a good many forget about your store and order way ahead by mail?

The mail-order houses present an attractive buying proposition and the only way a merchant can meet them is to present a close-up picture of an equally good proposition. This any merchant can do. The

mail-order houses distribute their winter and holiday catalogues in August. To offset this persuasive appeal, the merchant should begin to talk about his fall and holiday goods at about the same time. This does not mean that the merchant should decorate his store in holiday attire during September, but that does mean that he should begin to inform his community that he can supply all their needs, from Christmas filled stockings to tree decorations. If trade is worth anything it is worth going after and your announcements should be made early, beginning in August or September and continuing up to the Christmas rush. These early reminders need be no more than a mention of your various lines. Details of goods may be covered later on, but even the early announcements should emphasize the fact that your prices are attractive. Stock as large a variety of goods as you can prudently carry, and it will be a mighty good idea to look over the catalogues sent into your community and see what your mail-order competitors are offering. This mail-order competition business is not going to drive you out of business, and it is not too late to begin to start something now if you have not already begun. Put plenty of punch in your merchandising and selling and you can meet this competition squarely without dodging.

Tact in Selling Clinches Many Lagging Sales

Salesmanship Has Become a Science and All Who Want to Earn Money by Selling More Must Become Expert in Handling Customers, for the Psychology of the Sale is a Big Factor in Building Volume by Satisfying Customers

TACT may be considered one of the chief qualifications of successful salesmanship and while it is important in disposing of merchandise in wholesale quantities, it is even more essential in retail selling. Occasions crop up every day to prove the truth of this and the following episodes are concrete examples of how tact may be used in turning prospects and lookers into satisfied customers.

I was in the west a few weeks ago, said a well-known traveler for a prominent glassware firm recently, and came in contact for the first time with a new buyer for one of the leading stores there. Only a glance was required to tell me that he was an extremely "touchy" individual, and that I would have to be careful not to offend him in any way if I wanted to get business from him. After considerable talk that did not seem to get us anywhere, he selected a few items and gave me a fair-sized order. It was not nearly so large a one as I had hoped to land, but I hid my disappointment as best I could.

On attempting to sign the order the buyer discovered that his fountain pen was empty, so I gave him mine. Having written his name he stuck the pen into his pocket. The pen was one that had been given me for Christmas several years ago, and I did not relish the idea of losing it. I did not ask him for it, however, and left without it. The idea had occurred to me that he must have done it thoughtlessly, and that to ask him for the pen would embarrass him and probably put me "in bad."

To make a long story short the pen was delivered to my room by a messenger boy early that evening with a note of apology from the buyer for not having returned it to me himself when he had finished with it. The note also contained an invitation to lunch with him the following day, which I did. During the course of the meal he told me that he really wanted to buy more from me tha he had, but that the policy of the store was against plac ing large orders at this time. He made it very clear, how ever, that there would be plenty of business for me durin the course of the season. I wonder what would hav happened if I had tactlessly asked him for the pen?

The misuse of tact from a different selling angle wa the way in which a woman was handled recently by salesperson in a local department store. This woma wanted to buy a dinner set for her summer bungalow an she was quite disturbed after looking at many pattern when she failed to get the precise design and coloring she had so fondly pictured and desired so much. Voicin her disappointment to the salesperson in a despairin tone, she received a reply which made her an enemy the store in question for life. This reply was: "We sho the finest line in the city, you can't expect to have the pa terns made just for you, you know."

Here is a better use of brain power and it happened few weeks ago, when lamps were quite generally bei sold at very low prices. A short, fussy man of the sm town type visited one of the prominent stores in sear of a lamp. He had the big idea of finding a very expe sive article at a very cheap price and the store natura was out of this particular combination. Several exce tional values were shown to him without satisfaction a he soon began to make remarks about the poor manag ment, how much better the stores were run in his ho town, etc. If ever a salesperson had reason to forget li store manners, the one serving this customer did, but never gave a sign of losing his temper.

Finally the clerk found a lamp base that would do a after more search a shade on another style of lamp w

tted to it. The combination, while not very salable to ıe New York trade, made a hit and the salesman, seeing ıis, gave the customer no chance to find fault. He imıediately began saying complimentary things, and in a ew minutes the customer was convinced that he was a iscriminating judge. It took time, patience and good ature to do the trick, but the salesperson sold the lamp ıd made a good friend for the store.

These instances serve to point out some reasons why e believe a salesman's first requisite should be tact. Any ıe selling goods needs keen perception to enable the acırate classification of customers, to discover the idea hich prompts them to buy. Knowing this, it is less diffiıl to handle the hard cases, and if the customer cannot e sold today, it will hold the inquirer on a string and reırn the patronage to the store some other time and do is time and time again. Talent for selling is valuable ıt tact is invaluable. It is not a sixth sense but it is the fe of all five and these are serious, sober, grave and reıectable, as one ad writer has put it. Tact is the opener, .e responsive ear, the judging taste, the keen smell and .e lively touch. It is the interpreter of all, the surounter of difficulties and the remover of all obstacles. is the ability of saying and doing exactly the right ing at the right time. Like the governor on an engine keeps the salesperson going at the right speed, warns m when he is going too fast, keeps him from saying and ing the thing that may do him and the store harm. Vhen a customer is busy, tact says, "Wait." When the ıstomer is in a disagreeable frame of mind tact finds e circumventing way. When the tendency to approbaın is pronounced it prompts one to pursue this tendency. cautiousness or conscientiousness should be appealed , tact comes into play. If the customer is irritable, tact ıds the way to make the patron smile. If the customer shooting the bull, tact will bring him down without fense to sincerity. Tact works well over the subborn ıd the ungracious, over the brag and the know-it-all. In ct, tact may be universally applied to every human enavor and make that transaction a better one.

How's Business?

Trade and industry continues its upward trend and uch comment is heard that election day never affected ısiness so little as it did this year. So far as immediate stribution is concerned, the situation today may be oadly considered to be about the best since the late ring of 1920 and Bradstreet's reports that trade and anufacture is the best in two years and may be summed ı as fair to good.

In the East

In New York the crockery trade is quite active and ıile the strike of pottery workers continues and this holding up practically all deliveries of domestic wares, good number of orders are accumulating and imported erchandise is moving very freely. In glassware a parılarly good demand to supply the Holiday trade has en in evidence for the past two weeks. Department store trade is active, building activities unusually so, and manufacturing and industry fair. In Philadelphia trade and collections are fair. Pittsburgh reports that retail and department store trade is showing an increase in all departments, due to steady employment at high wages. In Buffalo store trade is good, building active, no unemployment and collections fair.

In the West

In Chicago increasing confidence and more activity is noticeable, retail trade is fair and mail order houses are doing more business. Detroit reports there is a decided improvement in retail trade which is best since 1920, auto plants in full operation and demand for output is steady, building active and collections improved. Kansas City reports a good retail business, and St. Louis reports fall trade is increasing and a big holiday trade is anticipated. In Milwaukee trade is more active and industrial conditions are good. Minneapolis reports retail store trade is not better than last year but mail-order trade is fairly good. In St. Paul general merchandise and holiday trade is active, car shortage is interfering with grain shipments and collections continue slow. Des Moines reports that retail trade is showing improvement, car shortage is acute and collections remain slow. In Sioux City trade shows some improvement but collections are slow.

In the South

In Baltimore general trade is quite satisfactory and sales for October exceeded last year, retail trade continues fair and the larger stores are looking forward to a good holiday trade, homebuilding is active and collections are fair. In Richmond, Va., and Charleston, S. C., merchants report retail trade as quiet and collections fair. Birmingham reports trade at retail is fairly active and optimism is growing, coal production 75 per cent of normal and collections fair. New Orleans reports general trade as backward, building as active and collections continue slow. Ft. Worth reports business in all lines is satisfactory, a big building campaign has been planned, industry active and collections good.

On the Pacific Coast

In San Francisco elections have caused a slump in business, shipping is brisk, building active, frosts damage grapes and orange, lemon and olive crops light. Los Angeles reports retail trade good, prospects for holiday trade excellent and collections slow. In Portland, Ore., trade, industry and collections are fair, car shortage retarding lumber shipments but this industry is active. Seattle reports trade in general shows improvement, early holiday shopping stimulating sales, car shortage hampers business and collections fair.

In Canadian Cities

In Toronto retail store trade is in moderate volume with buying for immediate needs. Retail stocks are light but no disposition to stock up is shown, building is still active, unemployment is relatively small and is mostly among laborers and collections are fairly satisfactory. Montreal reports business shows considerable gain over the same period of last year, grain exports heavy, industry active and collections fair. Vancouver reports retail

trade moderate, mining and lumber business active and collections fair. In Winnipeg trade is improving but collections continue backward.

Exports of Glassware

DOMESTIC EXPORTS FROM THE UNITED STATES BY COUNTRIES FOR AUGUST, 1922

Exports of glassware for the month of August show an increase in value over the month of July, the increase in table glassware amounting to $63,538, while lamps and illuminating glassware (excepting globes and shades) show a decrease of $2,037. Figures for the month by countries, excluding chemical glassware, follow:

	Table glassware plain	Table glassware cut or improved	Lamp chimney lantern globes	*Lamps & other illuminating glass
Belgium	—	—	10	—
Denmark	87	—	—	—
France	88	1,714	10	—
Germany	8	—	—	50
Greece	35	—	—	—
Italy	289	150	—	—
Latvia	12	—	—	—
Netherlands	10	—	—	—
Norway	181	—	—	—
Spain	787	—	—	—
Sweden	915	—	—	238
Turkey in Europe	54	—	—	—
England	32,595	42,507	295	10
Scotland	—	1,795	—	370
Canada—				
Maritime Provinces	1,912	581	44	154
Quebec and Ontario	48,335	15,363	464	6,629
Prairie Provinces	4,222	3,625	82	1,689
Brit. Columbia & Yukon	13,998	1,211	307	553
British Honduras	165	20	66	17
Costa Rica	167	591	28	—
Guatemala	760	298	79	170
Honduras	1,878	670	166	25
Nicaragua	96	166	115	38
Panama	977	1,488	551	120
Salvador	30	65	122	—
Mexico	21,956	10,827	3,006	1,988
Newfoundland & Labrador	452	655	144	196
Bermuda	62	213	38	9
Barbadoes	—	—	18	—
Jamaica	511	172	771	639
Trinidad and Tobago	108	14	60	81
Other Brit. West Indies	6,133	152	71	212
Cuba	22,306	18,140	1,078	1,977
Dominican Republic	177	893	374	13
Dutch West Indies	—	34	59	31
French West Indies	—	—	38	6
Haiti	23	232	243	107
Virgin Islands of U. S.	45	8	13	—
Argentina	4,123	12,366	359	509
Bolivia	—	356	42	98
Brazil	1,810	59	139	567
Chile	2,685	229	147	—
Colombia	1,891	1,854	765	396
Ecuador	81	481	—	—
British Guiana	—	66	59	344
Peru	540	1,055	622	108
Uruguay	—	1,080	96	327
Venezuela	529	1,990	160	176
Aden	—	—	81	—
British India	2,111	10	892	81
Ceylon	—	—	48	—
Straits Settlements	641	20	7	120
China	4,543	689	—	—
Chosen	14	—	5	—
Hongkong	1,147	—	—	100
Japan	1,261	199	—	—
Philippine Islands	5,669	1,661	1,829	—
Russia in Asia	—	—	—	24
Siam	146	—	—	—
Australia	3,394	24,987	2,793	1,49
French Oceania	156	64	45	1
New Zealand	11,194	5,203	633	—
Other Oceania	—	—	—	7
British West Africa	—	390	340	32
British South Africa	11,364	1,857	408	17
British East Africa	—	—	667	—
Egypt	55	—	—	—
Algeria and Tunia	—	—	447	—
Other French Africa	—	—	59	—
Morocco	99	—	—	—
Portuguese East Africa	755	—	—	2
Total	213,583	156,200	18,912	20,62

Pottery Strike Situation Unchanged

Although one can count the shopping days befor Christmas, no one has been found to tell how many day it will be before manufacturing of generalware will b resumed. That is the whole story of the seventh week o the strike in the generalware pottery trade. Departmer store buyers, from all present outward indications wi not have very much dinnerware from American factorie to feature for January and February sales. Letters o inquiry from department store buyers seeking informa tion about the possibility of obtaining stocks for Januar and February sales are in more or less liberal receip throughout the East Liverpool district.

"We ought to be stepping on these January and Feb ruary sale orders now," is the way one salesman ha put it.

Strike benefits continue to be paid by the Nation Brotherhood of Operative Potters. Many pottery work ers are being employed in the tin mills in the East Live pool district, and also on new road construction work.

Shipping from some plants in the East Liverpool terr tory continues. In these particular potteries warehou stocks are getting lower day by day. Here and there car lot is shipped, but from the most of the plants less tha car lot shipments are being made, perhaps from one to dozen or more packages a day. At this writing, the is no prospect of an early settlement of the generalwa strike.

Nonik Begins Ad Campaign

With a generous amount appropriated for a nation advertising campaign, the Nonik Glassware Corp. a nounces that a well known advertising agency is handlin the publicity, which will be largely confined to makin known the quality glassware suitable for high class d partment stores and gift shops. The first series of a appeared in last Sunday's rotogravure section of the Ne York Tribune, Boston Herald, and Philadelphia Pub Ledger and are artistic and distinctive in appeal and a tractively present the graceful appearance—of the dec rations with a message calling attention to the merits the line in minimizing breakage. Similar ads will al appear in December in these publications and also in s lected national magazines and the program will be carri on throughout 1923.

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

A PASSENGER aboard the "France" on Wednesday, was J. H. Venon, whose trip will take him direct to Sweden, to visit the Rostrand and Gustafsberg dinnerware and Kosta glass factories, for which he is American agent. His visit is for the purpose of facilitating shipments of orders booked for this country, as well as to assist in the preparation of new sample lines to be shown in the early part of 1923. He will visit the Arabia factory in Finland, as well, to place his O.K. on the new 1923 shapes and decorations. He will also spend considerable time in France, at his factories there and expects to be back in America about February 1st

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William G. Mueller, Inc., American representative for Heinrich & Co., have added still further to their selling organization, in preparation for their 1923 campaign, by the engagement of W. O. Weber who will cover eastern territory, including the Metropolitan district and Leon Fromkess, who will travel the west, his exact territory to be determined later. Both gentlemen became associated with the Mueller firm on Monday of this week. They were formerly connected for a number of years with L. D. Bloch & Co. This gives the firm four road representatives, which includes Mr. Mueller of the firm and Eugene Blum who was taken on recently to travel the middle west.

Leonard Stock of the Herman C. Kupper road staff returned last Friday very much elated over a very successful trip over his territory on which he found business considerably better than he had anticipated.

"Lou" Reizenstein is in town this week making the rounds of the wholesalers, with Frank Martin of "Martin's," Detroit, Mich., and Cleveland, O. They are making the Claridge their domicile as usual.

A Fred Tepe traveler for Hugh C. Edmiston, was another salesman to arrive home the latter half of last week to bring reports of improvement in business.

The Crystalart Studios, manufacturers of lamps and lamp shades, have leased a salesroom occupying the rear of the fifth floor of the Miller-Kupper Building, 39-41 West 23d Street, which is now being made ready for early occupancy. This firm of which J. B. Salterini is the head, has a factory at Avenue A and 20th Street.

The Takagi & Masuda Co., who recently opened a salesroom and office at 220 Fifth Ave., to conduct an import and export business in Japanese china and other lines, announce the addition of another department to their business, which is a portable lamp mounting shop, equipped to accept orders for this work from the trade in general. This branch of their business will be conducted at 242 West 26th St., where they have leased quarters for this purpose.

Frank W. Merry, president of the Indiana Glass Co., Dunkirk, Ind., is spending this week in New York. He is accompanied by Mrs. Merry and is here principally on a pleasure trip but has availed himself of the opportunity of consulting with the concerns, New York representatives the Horace C. Gray Co. while here.

Homer J. Taylor, president of Knowles, Taylor & Knowles Co., East Liverpool, O., spent several days in New York this week both for the purpose of enjoying a few days change and to confer with the firm's local representative, E. W. Hammond.

Alfred G. Moment, importer of La Porcelain Limousine china, returned on Monday after making a trip to Chicago and other points in the middle west.

Salesmen's Association Hold Special Meeting

The annual special meeting of the Pottery, Glass & Brass Salesmen's Association, for the purpose of nominating candidates for President, Vice-President, Secretary and Treasurer, to serve for the year 1923, and three Directors to serve three years, from January 1, 1923, was held at the rooms of the Crockery Board of Trade last Thursday.

The members turned out surprisingly well, there being about double the number that are usually in attendance. Those present were: L. D. Seixas, J. Meredith Miller, John Nixon, Arthur A. Bean, E. W. Hammond, William Q. Wilcox, H. Benedikt, L. S. Owen, Charles A. Postley, W. S. Creveling, George Hamilton, W. E. Doctor, J. J. Hines, William Rowe, William Ray, A. L. Frischman, John Plummer, Everett Ward, Julius Rosenfeld, Lee Schoenthal, A. S. Baker, Leroy H. Inge, A. J. Menzies, David Pasmantier and F. Calvin Demarest.

Vice-President Edward W. Hammond called the meeting to order and proceeded directly with the nominations. The following were placed on the ballot: For president, Edward W. Hammond; for vice-president, John J. Hines; for treasurer, George Hamilton; for secretary, L. S. Owen.

For directors to serve three years: Lee Schoenthal, John Nixon, Thos. Smallwood, Gilbert Pitcarin, F. Cal-

vin Demarest, Langley Hawthorn, Justin Tharaud.

For territorial vice-presidents: San Francisco, Moey K. Lindner; Boston, Carroll L. Robinson; Philadelphia, A. S. Baker; Montreal, A. J. Tourangeau; East Liverpool, Mark Donaldson and J. W. Mackey; Trenton, William D. Scammell; Chicago, E. M. Meder and W. T. Darden; Baltimore, Howard S. Bokee; Toronto, William Junor; Cleveland, Charles J. Dooley; Portland, Ore., Albert Jasmann; Seattle, Garret M. Lowman; Detroit, Ralph King and Leon Neubrik; New Orleans, Frederick W. Taylor.

At the conclusion of the nominations, the advisability of holding the annual banquet was discussed at length, which resulted in a unanimous vote to hold the affair as usual, on some date between February 3d and 20th, inclusive.

The Hotel Astor has notified the Association that the north ballroom will be available for the evenings of February 14 and 20th, and that these dates will be held open pending an early decision by the organization, as to whether either evening will be suitable.

A banquet committee on arrangements was appointed, consisting of E. W. Hammond, chairman, H. R. Handy, J. Meredith Miller and J. J. Hines the first duties of which will be to get in communication with the Hotel Pennsylvania and Hotel Commodore, to ascertain what dates and arrangements might be made with them for holding the affair. As soon as they are supplied with the necessary information, an early meeting of the Board will be held, to decide definitely upon the hotel and the date for holding the banquet.

The date set for the annual election of officers for the association will be held on Friday, December 22d.

U. S. Chamber of Commerce to Hold Convention in New York

For the first time in its history the Chamber of Commerce of the United States will hold its convention in New York City. This was announced recently through the Merchants' Association, coupled with the statement that the meeting would be from May 7 to May 10 next year at the Waldorf-Astoria. More than 1,000 trade and commercial organizations will be represented by 5,000 delegates, with half as many more guests. The suggestion that the meeting be held in this city was made by Lewis E. Pierson, President of the Merchants' Association, and the decision to hold the convention at the Waldorf was because it is necessary to hold eight meetings each day simultaneously.

"Better Home Week" in Michigan

The retail stores of Jackson, Mich., recently got together and pulled off a very successful sales stunt along novel lines. For the setting, two houses, newly painted in attractive colors were equipped with everything which contributes to make a home comfortable and attractive. The outfitting of these show houses was done by retailers in all lines, including wall paper, painting, heating installation, lighting and electrical household utilities Rooms were fitted with appropriate furniture, draperie and pictures and the dining room table was set with liner china, glassware and silverware. In the living room vases and lamps contributed to the furnishings. No pric tags or names of contributing firms were displayed an the two homes were open from Sunday to Saturday an attracted a big crowd. During the same week the retail ers held a "Window Night," and a great many fine dis plays of housefurnishings were featured.

An Erie Store's 46th Anniversary

At the recent 46th Anniversary Sale conducted b Trask, Prescott & Richardson Co., Erie, Pa., the stor gave a commission to a Buffalo art student to paint picture in oil typifying trading in the early days. Thi picture was hung on the main, measured 22 feet long an 9½ feet wide and was unveiled on the opening day o the sale. This interesting canvas depicts the traders o the 17th century displaying their goods to the Indian on Presque Isle. This progressive store, with which M Blakeley is buyer of housefurnishings and toys, number five employes whose length of service runs from 22 t 36 years.

Pittsburgh Exhibit Promises to be Big Trad Event

Plans for the forty-third annual Pittsburgh Glass Ex hibit are so well shaping up that there is every indicatio that this yearly trade event will prove the largest and th most comprehensive ever. With a large number of manu facturers backing the exhibit their hearty support buy ers who visit the show, to be held at the Fort Pitt Hote January 8-20, 1923, are certain to find on view the newe products in glassware as well as the large staple line "See all the new wares first in Pittsburgh" is the sloga of the Associated Glass Manufacturers of the Unite States who are co-operating to make the show this com ing year the biggest and the best in the history of th trade. A list of exhibitors is now in preparation and wi be announnced in the near future.

Buyers in New York

NOVEMBER 10, 1922

J. S. Kahn, Christmas gift goods, Gilchrist Co., Boston, Mass Room 602, 200 Fifth Ave.

W. W. Taylor, housefurnishings, D. M. Read Co., Bridgepor Conn., 404 Fourth Ave. (D. G. Alliance).

A. M. Bendel, general mdse. manager, Mendel's, New Have Conn., 1150 Broadway (Baer & Lilienthal).

H. Liebes, jobs dolls and toys, C. F. Hovey & Co., Bosto Mass., 225 Fifth Ave.

A. B. Levy, toys, B. H. Levy & Bro., Savannah, Ga., ca Baer & Lilienthal, 1150 Broadway.

Sol Harris, general mdse, Mendel's, New Haven, Conn care Baer & Lilienthal, 1150 Broadway.

H. E. Albee, housefurnishings and china, Mandel Schwartzman, Bloomington, Ill., Herald Square.

W. H. Cruikshank, mdse. manager, Reid & Hughes C Norwich, Conn., 404 4th Ave. D. G. Alliance.

W. H. Hager, Jr., mdse. manager, Hager Bros., Lancaste Pa., 404 4th Ave., D G Alliance

F. E. Deubert, housefurnishings, Montgomery Ward Co., Chicago, Ill., 309 6th Ave.



"More than an office building"

THE FIFTH AVENUE BUILDING

Broadway and Fifth Avenue
at Madison Square

New York

Where Leaders Congregate

Successful advertising and service of unequalled excellence have brought The Fifth Avenue Building to the forefront as an institution of national reputation. This advertising, which has made the building almost as well known as the famous streets which intersect before its doors, is an illustration of the unusual service enjoyed by the occupants.

The advantage of association with an address of world-wide renown has brought many of the leading firms in certain lines together under one roof—a convenience appreciated by visiting buyers. For instance, so many manufacturers of Crockery and Glass have opened sales offices in this building that it has become virtually the New York headquarters for Crockery and Glass.

NOVEMBER 13, 1922.

H. Liebes, dolls, toys and jobs of all kinds of Christmas mdse., F. Hovey Co., Boston, Mass., 225 Fifth Avenue, Room 611.
. Miller, housefurnishings and toys, Goldberg Bros., Detroit, ch., Pennsylvania.
T. A. Hennigan, mdse. manager, Rice-Stix D. G. Co., St. Louis, ., 212 Fifth Avenue, Room 505.

NOVEMBER 14, 1922.

C. H. Garity, housefurnishings, P. L. Beck, toys, American olesale Corp., Baltimore, Md., 354 Fourth Avenue.
C. Libby, housefurnishings, Gilcrist Co., Boston, Mass., 200 th Avenue.
G. H. Guest, housefurnishings, Jordan Marsh Co., Boston, ss., 432 Fourth Avenue.
. A. Armstrong, housefurnishings, cut glass and china, Hens & lly, Buffalo, N. Y., Fellows Buying Corp., 1164 Broadway.
S. Weinrub, Christmas gifts, Vanity Fair, Denver, Colo., care nzer Mann Co., 370 Seventh Avenue.
. Miller, housefurnishings, Goldberg Bros., Detroit, Mich., nsylvania.
. J. Ottenheimer, housefurnishings, Doyle, Kidd D. G. Co., tle Rock, Ark., 60 Worth Street.
. B. Clough, housefurnishings, M. E. Smith Co., Omaha, Neb., Fifth Avenue.
V. R. Hume, housefurnishings, Woodward & Lathrop, Washton, D. C., 370 Seventh Avenue.
V. F. Hammel, representing Rice-Stix D. G. Co., St. Louis, ., 212 Fifth Avenue.
I. Liebes, mdse. manager, jobs of all kinds of Christmas mdse., F. Hovey Co., Boston, Mass., 225 Fifth Avenue.

NOVEMBER 15, 1922.

. M. Averill, lamps, Jordan Marsh Co., Boston, Mass., 432 t Avenue.
. W. Libby, housefurnishings, Gilchrist Co., Boston, Mass., Fifth Ave., Room 602.
. P. Hostetter, housefurnishings, S. P. Hostetter & Son, ncastle, Pa., Imperial.
A. Yunger, housefurnishings, china and crockery, Espen- D. G. Co., Milwaukee, Wis., Weill & Hartman, 115 West Street.
. Harris, mdse. manager, Mendel's, New Haven, Conn., care & Lilienthal, 1150 Broadway.
L. C. Scott, toys, Campbell's, Pittsburgh, Pa., care D. G. Union 432 4th Ave.
H. L. Riteman, housefurnishings, Leyser & Co., Greenville, Miss., Martinique.
S. Levy, housefurnishings, Strouss-Hirschberg Co., Youngstown, O., 1150 Broadway, care Baer & Lilienthal.

Business Briefs

LaClede Woodmansee who for the past twenty years has been the proprietor of a gift shop on Broad St., Westerly, R. I., has purchased the store of George W. Timbury on High St. and has taken possession.

The general merchandise store of W. M. Dancer & Co., Paris, Tex., was destroyed by fire last week with a loss of about $10,000, covered by $5,000 insurance.

The N. Y. Stufford Toy Co. New York, has been incorporated with a capital of $7,500 by M. Glantz and L. Stern. The attorney is A. E. Ellenbogen, 44 E. 23d St. New York.

The Automotive Toykraft Co., Wilmington, Del., has been incorporated with a capital of $250,000 to manufacture toys and specialties.

The Baker-Miller Co., Los Angeles, Cal. has been incorporated with a capital of $300,000 to manufacture household furnishings.

BEL-GLO COMPANY
BEL-GLO GLASS
BELL METAL CRYSTAL
GLASS

1923
CATALOGUE
READY

Let us have your name
for our mailing list

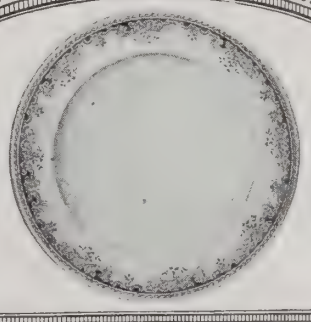
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INCORPORATED
200 Fifth Ave.
New York City

Blown (lead) Glassware
Plain and Optic
SUPERB QUALITY
ARTISTIC PATTERNS
ATTRACTIVE PRICES

Needle Etchings
Plate Etchings
Pen Etchings

COIN GOLD DECORATIONS
Plain Band and Lines
Encrusted Band and Lines

Crests and Monograms
REPRODUCED BY
Plate Etching, Engraving
Coin Gold and Enamel



MAYER
CHINA
VITRIFIED HOTEL WARE
ROUND EDGE PLAIN WHITE
THICK DECORATED
FOR
HOTELS HOSPITALS
CLUBS CAFETERIAS
RAILROADS - STEAMSHIPS
RESTAURANTS
THE MAYER CHINA CO.
BEAVER FALLS, PA.

"The House of Cups and Saucers"

THE VERY LATEST IN

Japanese
Importations

CUPS and SAUCERS
DINNERWARE
FANCY LINES
BRONZES
LAMPS and SHADES
NOVELTIES

For Immediate Delivery

New York Representatives
H. R. WYLLIE CHINA CO.
Domestic Dinnerware

Taiyo Trading Co.
101 Fifth Ave., New York

TAIYO TRADING CO., Ltd.
79 Wellington St., W.
TORONTO, CANADA

325 W. Madison Stree
CHICAGO

WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

FOR the first time in history, Democratic newspapers during the recent campaign brought the American pottery trade into rather more or less prominence as a campaign wail, basing their stories, of course, upon the enactment of the recent tariff bill. Democratic newspapers in the south and west made much use of such propaganda, and a sample of what was used follows:

"Prospects of an increase of from 30 to 50 per cent. in the prices of pottery and china by January 1, next, confront American housewives as they get ready to go to the polls on November 7. The increase in this common necessity of the home is attributable to the new profiteers' tariff law, which has imposed a heavy duty on all pottery and chinaware.

"The American Potters' Association will reap the full benefit of this new tariff. This organization, commonly known as the 'Potters' Trust,' had powerful backing when it went before the Republican Congress to demand more protection for its products. Even a Republican member of the Tariff Commission showed interest in this plea for higher duties. His interest was ascribed to the fact that he was once a member of the association.

'There was no Republican legislator or lobbyist on hand to represent American women."

The reference to the "Potters' Trust" is really absurd on its face, for every distributor of both American and imported china and dinnerware possesses direct knowledge that such never has nor does now exist. It is recalled that late in the summer this campaign against the tariff started.

Commenting upon the publication of this propaganda, Col. William A. Rhodes, of the Chelsea China Co., at New Cumberland, W. Va., writes:

'Is there a potters' trust? If there is, we know it not, and we are—manufacturing potters.

'Are prices being advanced? If so it is being done by individuals; there is no organized effort on the part of the American potters to advance prices. In fact china prices have been reduced since the new tariff bill became a law.

'The United States Potters' Association has for its main object the improvement of American pottery production and does not take into consideration, in any manner or form, the question of sales or selling prices.

Every manufacturing potter in America is a free agent and makes his own sales price.

We know of some potteries who are reducing prices, being guided in doing so by production costs and not by outside influences.

Many of our largest importing houses are not taking advantage of new import conditions. For instance, the Kinney & Levan Co., Cleveland, O., advertise—'An old pattern at a new lower price' under date of Nov. 2, 1922.

"L. Strauss & Sons, New York, N. Y., advertise—'Prices are still based on the old tariff rate,' under date of Nov. 6, 1922.

"The Bureau of the Journal of Commerce quotes the report of Assistant Secretary Clifford, in charge of customs matters as follows: 'After due investigation, I find that the industry manufacturing earthenware cereal sets in the United States is being, or likely to be injured, or is being prevented from being established by reason of the importation into the United States from Czecho-Slovakia of earthenware cereal sets, and that such merchandise is sold, or is likely to be sold, in the United States at less than its face value.'

"The Clay Casting Co., a former New Cumberland industry, made a specialty of cereal sets. We all know the history of this organization.

"The rush of importations largely German, at prices below American cost of production, early in the year, was the main cause of stopping operation of our local pottery industry, and without a tariff, this community would not have an organization of manufacturing potters in its midst.

"It is not our desire to enter into a tariff discussion. The writer of this article is prompted by the desire to give the community the facts, feeling it our duty to refute incorrect statements which may mislead the uninformed."

Herbert K. Connors of the Carrollton Pottery Co., Carrollton, O., and William J. Mackey, with the Smith, Phillips China Co., have returned from Hot Springs, Ark., where they spent a fortnight.

W. E. Wells, of the Homer Laughlin China Co., is planning a holiday at Pinehurst, N. C., as is his usual custom at this season of the year.

The Chelsea China Co., at New Cumberland, W. Va., which has been inactive for some months is assembling a crew with a view of resuming production. Advertisements have been inserted in Steubenville, O., newspapers for women and girls, men and boys, to become skilled pottery workers." And in a New Cumberland newspaper the company has caused to be inserted the following notice:

"Chelsea China employes are beginning to arrive and we are leaning heavily on our community to help us in making welcome the new-comers.

"If you have one or more rooms to rent with or with-

out table board, use the mail giving full information, location, weekly rates, etc."

Mr. Sexton, of the Sexton China Co., Chicago, Ill., has been spending a season in this district, buying what ware he could for immediate shipment.

Information received in this district from southern correspondents is to the effect that wholesale crockery dealers in that section are now shipping out holiday business, and at a market quoted before the pottery strike became operative. Also, that stocks in the hands of the southern jobbing interests are getting lower as the season advances, and with practically no chance of immediate replacements.

Marcus Aaron, president of the Homer Laughlin China Co., of East Liverpool, O., and Newell, W. Va., but a resident of Pittsburgh, Pa., has just been elected president of the Pittsburgh Board of Education. He succeeds David D. Oliver, for the last 50 years closely associated with the educational activities of that city. Mr. Aaron has been a member of the Pittsburgh Board of Education for years, and has been its vice-president.

There will be no meeting of the United States Potter's Association in Washington, D. C., this year from present indications. This decision was reached Saturday last. Just when there will be a session has not been determined, but it is the opinion of the members of the Association that because of the inactivity in the trade just now, it would be wise to postpone the annual gathering until some later date.

President Frank P. Judge has been at work for some weeks on a tentative program, and in the meantime has consulted with members of the Association relative to the next meeting. In this task he was assisted by Secretary Charles F. Goodwin. Had the usual custom been followed, the Association would have met in Washingtton, Dec. 5-6-7. A meeting may be called, however, to be held probably during the first quarter of the new year.

Muessig Returns to Drakenfeld's New York Office

B. F. Drakenfeld & Co., of New York, who have had an office in East Liverpool since 1901, with C. Nick Muessig in charge, have transferred him back to the main office in New York as assistant to B. F. Drakenfeld, Jr., president of the corporation. Mr. Muessig has been with the Drakefield company 40 years, beginning as an errand boy. He will leave East Liverpool early in December, but will probably not remove his family east until spring. The East Liverpool office of the Drakenfeld Co. will be in charge of William Malkin, formerly assistant to Mr. Muessig, but who for the last few years has been in charge of the grinding plant of this company at Wheeling, W. Va.

HAND PAINTED
MADE IN JAPAN

For The Fall Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

Western G. & P. Association to Meet in January

The evening of Monday, Jan. 15, 1923, has been set-
ted as the date for the annual meeting and banquet of
members of the Western Glass and Pottery Associa-
n. This was decided upon at the last meeting of the
rd of directors, and at the same time nominations for
cers for the next fiscal term were made.

Five prizes have been hung up by the directors to be
arded those who turn in the largest number of new
plications on or before the annual meeting in January.
e first prize will be something of a value of $25; sec-
l $20; third $15; fourth $10; fifth $7.50.

Ballots for a referendum election of officers and terri-
ial vice-presidents have been mailed, and these will
be opened until the annual meeting. The ballots were
iled out by Secretary Watson W. Lang from his of-
at Cambridge Springs, Pa. Many of the offices are
contested, the ballot showing the following candi-
es:

President, James Lewis, with Consolidated Lamp &
ss Co., Coraopolis, Pa. First vice-president, Reuben
ley, of United States Glass Co., Pittsburgh, Pa. Sec-
vice-president, William C. Lynch, of Taylor, Smith
Taylor Co., Chester, W. Va. Third vice-president,
I. Simmers, of Hall China Co., East Liverpool O.
rth vice-president, Morris Smith, of McKee Glass
Jeannette, Pa. Secretary-treasurer, Watson W.
g, of Kinney & Levan Co., residing at Cambridge
ings, Pa.

our directors to be elected for two years from:
lbert Binswanger, buyer of china and glass for the
eph Horne Co., Pittsburgh, Pa. E. P. Ebberts, of
enix Glass Co., Pittsburgh, Pa. Carl P. Hoffman,
er of china and glass for the Rosenbaum Co., Pitts-
gh, Pa. J. W. Irwin, with Edwin M. Knowles China
Newell, W. Va. F. A. H. Lang, of Kinney & Levan
Cleveland, O. C. Nick Muessig, with the East Liv-
ol, O., office of Drakenfeld Co. M. K. Zimmerman,
stern representative Crockery and Glass Journal,
t Liverpool, O.

erritorial Vice-Presidents: New York City—D.
g Irwin, representative of the National China Co.,
neville, O.; Lee Schoenthal, china and glass buyer
Gimble Stores; Harry W. Whitney, with Phoenix
s Co. Chicago, Ill.—William T. Darden, E. M.
ler and A. B. Reineck. Boston, Mass.—H. P Hunt
Harry M Lewis. Philadelphia, Pa.—Alexander
zer and Cecil E. Taylor. St. Louis, Mo.—Thomas
Lohr and Fred H. Obermeyer, with Krenning-Westerman China Co. Baltimore, Md.—Harry Thomas. Buffalo, N. Y.—Edwin T. Schaefer and John W. Murray. Cleveland, O.—Charles H. Lang, with Kinney & Levan Co., and Charles R. D. Brown, of Brown-Reddrop Co. Wheeling, W. Va.—D. A. Taylor. Los Angeles, Cal.—J. T. Jacobson. Cincinnati, O.—Nathaniel L. Clark. Evansville, Ind.—Silas Ichenhauser. Minneapolis, Minn.—John R. West. Detroit, Mich.—Hugo Schmidt. Dallas, Texas.—Fred Kline. Milwaukee, Wis.—Edward Wild. Youngstown, O.—Thomas A. Neely. Zanesville, O.—Ben F. Feldner.

Ballots should be returned to Secretary Lang immediately, although envelopes will not be opened until the annual meeting.

Notice has been issued by the Hazel-Atlas Glass Co., Wheeling, W. Va., that bonds numbered 251 to 300 both inclusive, secured by a deed of trust dated June 1, 1913, will be redeemed December 1 next. It has also been indicated that if on this date bonds are not presented for redemption, such issue will cease to bear interest according to the provisions of the deed of trust.

On account of increased production, the Central Glass Co., Wheeling, is making an effort to increase the number of employes in its decorating department.

The manufacturing trade here has been advised that Woods Bros., Omaha, Neb., have purchased the interest of Louis C. Nash of the Burgess-Nash Department store in Omaha, and one of the leading department stores in that part of the country.

Structural iron is now being delivered for the new plant of the Sheffield Glass Co., which is building a plant at Sheffield, Pa.

The Indiana Glass Co., Dunkirk, Ind., has completed a number of extensions to its plant, which includes the erection of a new mold oven house.

On account of the continued activity in the building lines, manufacturers of lighting glassware in this district say that trade is holding up exceptionally well. The jobbing interests are continuing liberal buyers of the entire line, while the electric shops which feature contract work also, have been quite active in the market.

There are a lot of automobile headlight lenses made in the Pittsburgh district, in addittion to those lines which

(*Continued on page* 34)

JANUARY, 1923 JANUARY, 1923

Forty-Third Annual

Pittsburgh Glass Exhibit

Famed throughout the trade for more than two generations, the coming Exhibit will be bigger and more comprehensive than ever. In the heart of the glassware producing district, manufacturers will offer to buyers their new lines for 1923 during two weeks, January 8 to 20. The display rooms, as usual, will be in the Fort Pitt Hotel.

BUYERS AND RETAILERS

Are urged by the Associated Glass Manufacturers of the United States to visit the Pittsburgh Glass Exhibit in January and to inspect the great variety of manufacturers' lines to be displayed. In addition to the staple lines, now popular in homes everywhere, glassware manufacturers will show the latest products of their skilled artisans and decorating shops.

See All the New Wares First in Pittsburgh

The Associated Glass Manufacturers of the United States Invite You

(Watch for List of Exhibitors to Appear Soon)

JANUARY, 1923 JANUARY, 1923

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

THE observer has noticed that while the average China salesman is taking orders which cannot be shipped on account of the strike, he doesn't wear lean drawn look he had early in the year when he l not take any orders, in the days before the strike. e must be some psychological effect in writing an or- hat carries the salesman over the hard bumps in spite e mandates of the pottery operatives. Boston me cheerful even in the face of the strike and the almost table loss of the holiday business. Of course, the men are sitting tight and keeping their pencils sharp a pad of telegraph blanks all ready filled out with by express today. Not so many buyers find their into Boston as a few days ago, but there are enough y for keeping the office open. Among the week's rs were Thomas Kellar of the Denholm and McKay of Worcester, George Thibadeau, buyer for the New ord Dry Goods Co., John Hall of the Shepard Co., dence, and Mr. Gray, buyer for E. W. Swasey of and, Maine.

---

l Goldberg, who runs the Racket store at Lawrence, t last consented to tell something of his trip to e and the Holy Land during the summer. "Going rope" isn't much news to the crockery or glass man Ir. Goldberg's trip with Mrs. Goldberg was in the e of an old home trip, with all the sights of Europe n in. They visited the battlefields of France, Italy gypt, but the real reason was to visit Benjamin erg, Saul's father, who turned his eyes to the Holy a few years ago when he decided to retire from business life. Benjamin Goldberg will be remem- as the founder of the present Racket store at Law- years ago. Mr. and Mrs. Goldberg were welcomed usalem by Goldberg senior, who spirited them away n as possible, saying there had been rioting in the e night before and the situation was anything but After two weeks in the picturesque city of the orld they journeyed to Port Said and made a pil- ge to the pyramids and also saw Vesuvius in action. Florence, Venice and Vienna followed quickly and to an aunt at Vienna. Then to Switzerland, Ams- Zurich, Lucerne and Interlaken, the beauty spots world, with a climb up the Jungfrau, and then nine n Paris. Mrs. Goldberg sounded a warning note usual American merchandising when she said, "I to leave Paris, the shops are so wonderful. The v displays are far more beautiful than in this coun- ir fascination is so great that you feel like putting and in to grasp the novelties displayed."

George A. Granville, popular Summer street agent for A. A. Heisey and the K. T. & K. line, is proudly displaying a handsome silver cup won by George A., Jr., in a motor boat race Labor Day, in a race run by the Fort Point Athletic Association. The young man handled a 30 foot, 22 H. P. boat capable of doing 12 miles an hour in a manner to give him first money against many more seasoned skippers. It wasn't a speed race but was a race against the boat's own time, not to beat it, but to do it again three times around a three legged course. George's time varied only 22 seconds on any of the three laps and he probably made his father more proud than if he had sold a car load of cut glass punch bowls.

New England Notes

The S. S. Kresge Co., Fitchburg, Mass., is altering the Bijou theatre block and will open a store soon, with Stanley E. Ashton as manager.

F. A. Greenlaw, Masardis, Me. has opened a general merchandise store.

NARCISSUS

Paper White

LARGE FLOWERING TYPE

For Growing in Pebbles and Water

Extra-large bulbs of this popular variety, which can be sold until February. Especially attractive when put up with pebbles in bowls ready for growing.

We offer sound, evenly-graded bulbs in original cases at the following prices for immediate shipment:

15 cm., Jumbo, $47.50 per case of 900 bulbs
14 cm., Mammoth, $45.00 per case of 1000 bulbs

We do not offer the smaller sizes

Stumpp & Walter Co

30-32 Barclay St. **New York**



PAPERwhite Narcissus growing in water. We have other kinds for this same purpose.

Double Your Sales Bulbs and Bulb Bowls

Paperwhite Narcissus

Now ready for delivery

We are actual growers and the largest importers

Send for copy Merchants Catalog listing a complete line of popular Dutch, French, Japanese, Chinese bulbs and roots. Also fine line bulbs and vases.

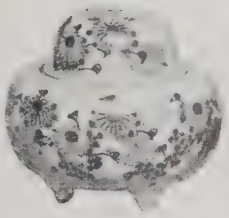
Order now and enjoy full selling season.

You can make money on our line.

F. RYNVELD & SONS, Dept. G, 61 Vesey St., NEW YORK



Oriental Incense and Incense Burners of All Descriptions



SEND FOR CATALOGUE

NARA TRADING COMPANY

32 UNION SQUARE NEW YORK

SOY KEE & CO.

Chinese Importers of

Gold Medallion Dinnerware

Also

Blue and White Canton China, Nankin and Chop Suey China, Tea Sets, Porcelains, Etc.

We import direct and have a complete stock at pre-war prices of the famous gold medallion and Blue and White Canton. Write for Price List



Gold Medallion Dinnerware

7-9 Mott St. *Chinatown* **New York**

Novelties of Beauty from Many Shops in Fascination Lane

A Page of Selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

By Beatrice Miller Wisner

"Piranese" Vase Faithfully Produces Design

Exquisitely designed pieces, marvelously reproducing the of the oldest masters of art, are to be seen at the A. Tarrent Co., Inc., 129-131 Fifth avenue. "Fiber-one" an art fiber composition employed by the concern exceedingly strong, being reinforced for the larger ces; lamps, vases, etc., for practical use. The ob- made from this composition come in several finishes, , silver, ivory and polychrome; to suit the fancy of most fastidious taste. All the metal hes are made with metal leaf, not t. Metal leaf will not tarnish. The tic "Piranese" vase illustrated, is of ual beautty in Egyptian design, ex- ifying the style of old masters in ful conception. It stands 21 inches has a galvanized insert to hold r for flowers when used for decora- purposes. The above concern is using another process, trademarked talcrome," for products cast in metal and plated in silver, copper, ze or brass, and finishing white metal gs in oil colors for polychrome ef- The stipling process used by the can be used permanently for dec- ng anything made of cardboard, , metal, glass or composition. A attractive glass candlestick is a introduction in pleasing decoration. , gold or colored lined, combined black border or handles, makes an ensive and unique Gift Shop spec- Many art objects are to be seen g the assemblage; Candlesticks, es, Book Ends, and numerous items, all expressing fine modelling eproduction of mastercraftmanship. ge assortment of extremely fas- ng candles in various colors and ations are also among the display istic goods, at the firm's attractive salesrooms. A g will be furnished on request, giving in detail , sizes, finishes, etc., of the various articles manu- ed by the company.



Dainty Baskets with Floral Decoration

Novelty in baskets has given to Gift Shops a specialty which is fast becoming one of the fads of the season. Charles Zinn, Inc., 16-18 East 15th Street, is showing some very unique baskets in delightful colors, with tiny composition raised flowers for decoration. The colors, pink, blue and various others with the bright little roses and leaves tastefully festooned about the body of the basket are extremely new and dainty. The handle of the basket is graceful and exceedingly ornamental in shape. There comes a mat or doily to match in the same color and decoration as the basket which may be placed under the basket to protect the table or stand. This is a novel idea and very practical and altogether useful. The firm is showing an extraordinarily large assortment of new baskets in various shapes and colors, decorations, etc. Excellent workmanship, delightful colors and weaving have made the Zinn Baskets pre-eminent; testifying to all they claim in beauty and craft.

Incense of Distinctive Fragrance

With the peculiar fascination of delicate, yet lasting perfume, the incense has crept into the hearts of American lovers of oriental orders. The Oriental Incense & Sunset Perfumes Co., 2315 So. Flower Street, Los Angeles, Cal., is offering the most delightful incense in many extraordinary perfumes. With the coming season, when doors must be closed, and the price of cut flowers is too high for the conservative pocket book, the lover of fine odors must of necessity turn to a substitute which will bring natural perfume in its most perfect development. There is nothing which will take the place of the fragrance of flowers more effectually than incense. The odor which permeates the room from the burning incense, is not only refreshing, lasting and stimulating, but is also a disinfectant, leaving a soothing and pleasing effect. The above concern is ready to supply direct factory service on request, conforming to the most exacting demands for incense of quality and elegance. With a product of such wide appeal and uniformly high quality, buyers of gift shop merchandise will find this item most attractive.

Merchandising News from the Retai Stores

Sales Notes Which Show What Well Known Shops Are Doing to Promote Trade—Novelties Short Sets Are Seasonable Features—Gift Shop Goods in Glass and Silver Well Displaye —Many Sales of Furnishings and Housewares and Lamps Now On

AT the entrance of the fifth floor, lamps and porcelains, B. Altman & Co., J. D. Brown, buyer, is a most artistic display of brass lamps, console, candlesticks and candelabra characterizing most extraordinary designs in hand embossed work and modeling, some with lantern shades and beautiful glass inserts, are extremely novel. Others include lamps of many designs, very unique Chinese Dog lamp base, with artistic burnt orange silk dome shaped shade, ruching and fringe trimming, add to the beauty of this unusually designed lamp. Another very odd model has a Japanese porcelain figure base in oriental effects, Japanese embroidered shade and gold trimming; many attractive lamps show porcelain bases in blue, orange and maroon, with shades to correspond or contrast in colored silk with gold and black trimmings and heavy silk fringe. One unusual lamp has bronze decorated base with yellow mottled glass shade, black background border, roses and small flowers for decoration. Many gold candelabra and candlesticks are shown with hanging prisms for adornment, in fanciful designs of white, amber and rose colored crystals. These are extremely elegant for sumptuous occasions. In the same division is housed choice imported china tea and breakfast sets in many styles, some with rose medallion, others with blue, black and colored floral borders, with small birds and flowers for center decoration. Large blue porcelain birds, pheasants and others, priced at $6.00, are among the extraordinary collection of porcelains and lamps on this floor.

On the seventh floor, lamp division, of L. Bamberger, Newark, N. J., there is a most unusual sale of "Almoco" lamps, B. Schweitzer buyer, at a ridiculously low price, $32.00. The beauty of these lamps consists in their being designed in harmony, shade, base and fixtures, in one detail of finish. There are two designs of these beautiful lamps and shades, in walnut, ebony and gold, and walnut, gold and black, shades of black georgette. Gold interlining, orange lining, black and gold ruching, and heavy silk fringe, makes these lamps exceeding decorative and altogether most unusual in price for the value of material employed in their make-up. These comprise bridge and junior lamps. The same floor is also showing a most seasonable collection of open-fire equipment, andirons, at $2.75 to $82.50, a pair; fire sets, $6.50 to $62.50, grates, wood baskets ported bellows, and log fire lighters; the Cape Fire Lighter, consisting of a tank, and torch w can be placed under the log to ignite, in polished b wrought iron, hammered brass and hammered co at $3.75, $4.00, $7.45 and $9.35. The fixtures a mentioned come in popular styles and finishes; S ish and hammered brass. Wrought iron, poli satin brass and hammered styles. The same flo also featuring a large assemblage of oven-glass, prising baking dishes, casseroles, pie dishes, bean custard cups, and others at low prices.

The ground floor of James McCreery, 34th s entrance, has a novel display of Sheffield plate sterling silver deposit ware, for the holiday sho seeking special gifts. These comprise baskets, bon dishes, cake plates, pitchers, and a variet smaller articles in attractive models and des Sheffield cake baskets with open work design graceful handles at $6.50 and $8.00, bon bon di with open work design, sterling silver overlay conventional design, individual salt shakers, by dozen, in a box, at $5.25, syrup jug with plate at $ mayonnaise dish and ladel at $5.00. Other useful appropriate silver articles for gifts of merit in a l variety of shapes and border designs are displaye this section.

For a selection of specially attractive gifts, O ton's, Fifth Avenue, is showing many varietie lamps, silver and glassware oddities. Smoking and stands, mirror-black lamps, priced at $12.00, silk shade lined with rose color, putty lined in and rose lined in white, at $15.00; lamp and s complete, $25.00. A very unique china cake j hand painted tin cover, with figure at top of c artistically decorated in leaf design on edge of and plate at $10.00. A most practical small gift two-in-one oil and vinegar bottle, in red Czecho vakia glass at $5.00, the two bottles are crossed stand, each designed to pour in an opposite dire this is a most novel and useful gift. An attr Lazy Suzan, mahogany top tray, covered with la glass, mounted on mahogany base in three siz $15.00, $18.00 and $20.00, can be put to many us

(*Continued on page* 34)

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

A TOTAL of 212 rooms of the 300 rooms available for the Glass, Pottery, Lamps and Housefurnishings Exhibit to be held in Chicago next February e already been contracted for, according to the report ohn Ling, chairman of the Executive Committee of Association, read at the last regular meeting held on rsday of last week. About twenty members of the ociation gathered for luncheon and to hear the reports he various committees. Out of the list of exhibitors have already contracted for one or more rooms at Congress Hotel for the exhibit, there are 23 glass ories on the list, including some of the larger and e prominent institutions of the trade. A total of 30 eries have already taken space. The housefurnishings has been completely sold and the lamp floor reservas have been heavy. It is not practically a certainty the entire three hundred rooms for the exhibit will ken well in advance of the opening day of the show eb. 5. With the publicity work now going on to the rs who attended the exhibit last year as well as a f 5,000 buyers who were not in attendance, it is more likely that the attendance will run considerably over ,000 mark during the exhibit.

yde Reasner, chairman of the Publicity Committee, rted progress in his department, and other committee rts were accepted as satisfactory and indicating a ing interest in the show.

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the big State Street stores are going to urge the lic to "Shop Early and Avoid the Rush of Christmas ng," as they are doing, they should encourage the c in more ways than one. Last week not one store tate street was prepared to wrap Xmas purchases in ay boxes, thus discouraging rather than encouraging Christmas buying.

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e Thomas-Morris Corporation of Chicago has re- y been organized and received a state charter show- he capital to be $10,000. The company will manu- re and deal in lamps, lamp fixtures and lamp shades. e interested in the concern are Henry Reisapfel, Mandel and W. R. Hinger. Offices are temporarily d in room 820 at 111 W. Monroe Street.

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the first of November, Carson Pirie Scott & Co., f Chicago's high grade department stores, obtained 2-story Thomas Church building at 32-34 South sh Avenue, east front, 76 feet north of Monroe t. The company now has all the space necessary to the growing requirements of their retail business long period of years, and immediately will occupy a portion of the building. The first floor now occupied by the Grant Art Galleries, will be occupied during November, and eventually the entire structure. Bridges will be erected to connect the main building of the store on State Street with the building just acquired on Wabash Avenue.

The Fair, one of Chicago's big popular price department stores on State street, was re-incorporated recently for a total capital of $6,000,000 and 250,000 shares of no par value stock. In the financial reorganization the owners and incorporators include Edward J. Lehmann, Otto W. Lehmann and Edith M. Behr. The Fair has secured the services of D. F. Kelly, general manager of Mandel Brothers, who will take up his duties with the popular priced store on January 1, 1923. Other changes and expansions are planned for the reorganized Fair. A new crockery and glassware buyer, to be selected in the near future by "Sam" Natkin, the present buyer, who has accepted a position with Mandel Brothers, will come to the store the first of the year.

Frank B. Kurtz, manufacturer's agent with display in the Wrigley Building, Chicago, and representing the N. O. Cederborg Co., makers of fine lustre ware, returned early this week from a selling trip through Iowa.

The Chicago Pottery Co., 1924 Claybourn Avenue, manufacturers of vitreous ware, has been given title to the land on which the plant stands, by Frederick J. Clifford, president of the company, for a consideration of $79,500. The company is erecting a three-story addition.

A petition for adjudication has been filed against the Germanos Import and Export Co., 614 S. Dearborn Street, wholesalers and retailers of jewelry and glassware, by the Eastern Jewelry Co., Goldsmith Brothers Smelting and Refining Co., and Geo. H. Fuller & Sons.

The Mid-City Wire Frame Co., 1622 Fulton Street, was incorporated last week for $25,000, to do a general business in wire goods and lamp shade frames. The incorporators are Michael, Paul and Guy Dincognito.

Claude C. Silverton, who has been representing the Acme Art Fruit Co. in Chicago and maintaining display at 30 E. Randolph Street since last Spring has been recalled to the New York office of the Acme Co. and the Chicago office will be closed. Acme art fruit has been very popular with the buyers and the public due to its natural appearance and washing propertiese.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



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Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

A few words in this space will bring in many dollars

Phone Wabash 860

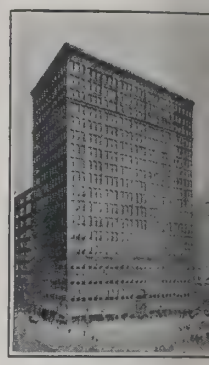
THE HAEGER POTTERIES, Inc.
Pottery of Distinction
Dundee, Illinois
Chicago display with
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FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS

HEYWORTH BUILDING
Madison and Wabash

THE PLACE TO BUY GLASSWARE

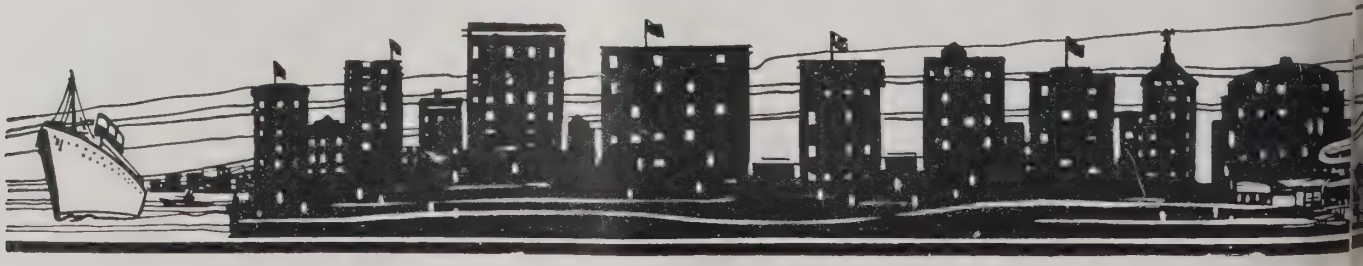


The John S. Ward Co., not Inc.
Room 1508
Luster Tea Ware
Gold Encrusted China
Decorated Glass Ware
Gift Articles
Lamps and Shades

Your Ad here will reach th trade you want. Phone Wabas 860 for particulars.

JOYCE ART STUDIO
Finest encrusted gold china work. Sp cial lustre and gold band glasswa Original designs in floral decoratio
Phone Austin 1500
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FOSTORIA GLASS CO.
Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalse
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Central 3497.



CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
T. Renshaw, Chicago Representative

R CHICAGO DISPLAY ROOM CONAINS COMPLETE SAMPLE LINES IRECT FROM OUR FACTORIES.

E LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
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DARRAH & CONWAY CUT GLASS CO.

Michigan Ave., Chicago
ght cut stemware and tumblers.
Room 1206 Towers Bldg.
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e in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
are prepared to make immediate shipments.



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258

Ira A. Jones Co.
9 North Wabash Avenue
Chicago

REPRESENTING
Pope-Gosser China Co.
Seneca Glass Co.
Susquehanna Cut Glass Co.
The H. E. Rainaud Lamp Co.
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Wood-Art Co.
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EARL W. NEWTON
and Associates Announce
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TO LET
Why not Move In?
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TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre. and hand painted china for gift shops and department stores.
3620 Roosevelt Road
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W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

Salesman Wanted

AN English house needs proper representation over important territory. A real opportunity with chance to develop for man of ability, 25 to 35 years of age, who has some knowledge of dinnerware. Road experience not essential. In replying state all particulars and salary required. All communications will be held strictly confidential. Address Box 219, care CROCKERY AND GLASS JOURNAL.

WANTED—Salesmen for 1923, having a thorough knowledge of the china and earthenware lines. Territory South, Southwest and East. Preference to those having an established trade. Salary and commission. In reply give full outline of recent experience. Fisher, Bruce & Co., Philadelphia, Pa.

SITUATIONS WANTED

MAN of unusual experience in selling china, earthenware and hotelware ,established reputation as a producer, will consider proposition from first class house from January 1, 1923, to travel New York, Pennsylvania, the New England States, as well as Baltimore and Washington. Unquestionable references. Address Box 218, care CROCKERY & GLASS JOURNAL.

BUSINESS OPPORTUNITIES

AN established sales agency covering jobbing, department store, housefurnishing and hardware trade in Baltimore and Washington, D. C., with office and showroom in Baltimore desires connection with manufacturers of housefurnishing and hardware specialties, crockery, glassware, enamelware, etc., on commission basis. Box 217, care CROCKERY & GLASS JOURNAL.

Merchandising News from the Stores

(*Continued from page 30*)

serving cakes, biscuits, etc. Crystal salad bowls, with blue band, overlaid with gold floral and line designs, at $5.00. Breakfast china sets in solid colors, pink or blue with white and gold band, set for one, 19 pieces with tray, $19.50; set for two, $22.50; comprise some of the many beautiful and exceedingly tasteful articles for gifts which are enticing the holiday shopper at this season. Edward O. Parker, buyer, has shown fine selections of glassware, china and porcelain in this department.

A lecture and demonstration by Miss Thompson, domestic science expert, of the use of Aladdin aluminum ware and Master Bake oven glass, has been featured in the house furnishing department of Lord & Taylor, Geo. F. Bruorton, buyer. This lecture is to inform the consumer the real value for the culinary department of these products, their essential features in construction and worthiness for cooking generally, and the economy in securing these dependable kitchen utilities. The lamp division of the fifth floor is displaying two very attractive specialties, one priced at $28.50, mirror black porcelain base, with two lights, shades in various colors, with two-toned ruching, and a boudoir lamp, priced at $4.00, one light, equipped w an eight inch Empire silk shade. Mr. Bruorton displayed unusual taste in the selection of these uni lamps, which are creating favor with the early shop looking for gifts of character and good value.

Glass Factory Activities

(*Continued from page 25*)

are marketed direvt by the manufacturers. Designers lenses have entered into contracts with manufacturers this district for the making of their inventions, and th of course are marketed by independent sales organi tions The demand for lenses this season is far in vance of that of a year ago, and all plants featuring specialty do say they have "lots of business" on

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Toy Business Promising

From all indications, the doll business during coming holidays will be of large proportions. The pected large quota of German dolls, due to various caus has not arrived, and the belief prevails that this comp tion this year will be minimized. Local manufactur have had more "last minute" business placed with th than they can handle. As was the case last year, talking and walking "mama doll" is expected to be leading seller. Those who make them are sold for the mainder of the year. More attention to the way th dolls are dressed is evident this year. Some makers putting them out in dresses made of organdy, dotted sw and taffeta. The popular retail price is from $3 to $5.

Business Briefs

The Hardegale Gift Shop, 512 Kedzie St., Evanst Ill., has been opened by Mrs. D. G. Meginniss with a f display of lamps and gift shop goods.

W. T. Grant Co. have opened a big department store San Antonio, Tex., specializing on merchandise from cents to $1. One of the features is a large housefurni ing goods department.

The Atwood Corp., Philadelphia, has been incorpora with a capital of $100,000 to deal in lamps, etc. F. Jarett, E. J. Packer and P. R. Spayd, all of Philadelp are the incorporators.

The Annual Toyland Exhibit of the Sibley, Lindsay Curr Co., Rochester, is now open and occupies almost entire fourth floor of the store. This is the first toy s tion in the city to open this early.

The Baker Decorating Co., Queens, has been inc porated with a capital of $6,000 to do a china and gla ware business. The incorporators are G. and G. Baker, S. Vaughan and Attorney F. N. Smith, L Island City.

The Roessler & Hasslacher Chemical Company NEW YORK

BRANCHES:
Cleveland, O. Chicago, Ill. Trenton, N. J. Boston, Mass. Philadelphia, Pa. San Francisco, Cal.
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Liquid Lustre Colors—Oxides and Bodies for Decorating and Coloring

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Highest Grades.

America's Leading Ceramic Material House

Bryce Brothers Company

MOUNT PLEASANT, PENNSYLVANIA

Manufacturers of

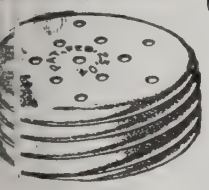
Blown Lead Glassware

In Crystal and Colors

NEW YORK OFFICE, 240 FIFTH AVENUE
Representative, J. Duncan Dithridge
BOSTON OFFICE, ROOMS 3-4, YOUNG'S HOTEL
Representative, Robert W. Corey

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Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps

ALSO CELLULOID DISCS.

We carry about fifty stock sizes of caps; and are also prepared to supply special sizes to order. Write us for prices and samples.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF GLASSWARE.

Lamp Chimneys, Lamps, Lantern and Fish Globes, Shades, Founts, Towel Bars. Cane, Tubing. Gas and Electric Globes in all colors. Private Moulds Worked.

FACTORY:
255-269 McKibbin St. and 256-260 Boerum St., Brooklyn, N. Y.
New York Office: 290 Broadway.

Austrian China Clay Production

Although the Austria kaolin industry developed favorably in 1921, production amounted to not more than 7,800 metric tons, or about 40 per cent of the estimated capacity, says Consul Carol H. Foster of Vienna. The discovery of new deposits at Schwertberg and Kriechbaum in Upper Austria early in 1921 gave promise that Austria would become independent of kaolin imports, but as yet this has not been the result. On the contrary, imports chiefly from Czechoslovakia and Germany) increased from 14,036 tons in 1920 to 18,000 tons in 1921. This is have been due, however, to lack of capital for the exploitation of the new mines, to the poor condition of the mines, neglected during the war, and to lack of coal and labor at the beginning of the year. According to current estimates for 1922 the output will be about 70 per cent of capacity.

There are three kaolin mining companies in Austria, employing 500 hands, with an estimated yearly capacity of 20,000 tons under present conditions.

The Lower Austrian company (N. Oe. Kaolin und Steinwerke A. G.) has been in existence since 1909 and was the only kaolin mining enterprise in the territory of the present republic until the other two mines were put into operation in 1921. In June, 1921, the Schwertberg mines, formerly owned by the Schwertberg Kaolin Works, Ltd., were acquired by the Wienerberger Ziegelfabrik. This company, anticipating a future demand for porcelain is, in addition to its clay works, constructing a porcelain factory which will be supplied with raw material from Schwertberg. In addition to kaolin, quartz and feldspathic sand for the manufacture of glass and ceramics are being obtained. When the factory is finished electrical porcelain, fire clay, earthenware, fire-clay mortar, and material for the lining of ovens will be produced.

The Kamig Co. is also building a porcelain plant.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, *Successors. 67-69 Irving Place, near 18th St.*

Art Pottery, Bronzes, Marbles and Lamps.

EDWARD BOOTE, *35-37 West 23d St.*
Cauldon China. Wood & Sons' Earthenware, Gibson & Sons' Teapots

GEO. F. BASSETT & CO., *73 Barclay St.*

"The Dinnerware House of America."

L. D. BLOCH & CO., *37-41 East 18th St.*
Importers of China and Glass, Mfrs of Lamps, Shades and Novelties.

CONTINENTAL CERAMICS CORP.
Representing F. Thomas-Marktredwitz and K. P. M., Waldenburg. 149 Fifth Ave.

COPELAND SPODE CHINA AGENCY, *43 West 23rd St.*

Copeland's China, Earthenware and White China Fancies. Phone Gramercy 6275.

JOHN DAVISON, Inc., *14 Barclay St.*

English China, Earthenware and Glass.

A. J. FONDEVILLE & CO., *135 Fifth Ave.*

Successors to Fondeville & Van Iderstine. Importers of China, Glass and Earthenware.

OTTO GOETZ, *43 Murray St.*

Importer of Crockery, China and Glassware for immediate delivery.

HAVILAND & ABBOT CO., *920 Broadway, corner 21st St.*

HAVILAND & CO., *11 East 36th St.*
The Famous "Haviland China" known since 1840.

HERMAN C. KUPPER, *39-41 West 23d St.*

Ahrenfeldt French China.

MADDOCK & MILLER, *39-41 West 23d St.*

Royal Worcester China, John Maddock & Sons, England, Allerton's Line Earthenware and China, Price Bros.' Teapots, Wileman & Co., China.

G. E. MEISSNER, *Importers and Commission Merchants, 108 East 16th St.*

Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., *105-107 East 16th St.*

Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., *53-57 West 23d St.*
Japanese Goods.

LA PORCELAINE LIMOUSINE, *39-41 West 23rd St.*

Formerly M. Redon. Alfred G. Moment, Agent.

PERCY N. LEYLAND, Inc., *184 Fifth Ave.*

King & Barrett, teapots; George Jones & Sons, Ltd., china; Wedgwood & Co., Ltd., earthenware. Telephone, Gramercy 6626

The Fifth Avenue Building



Uptown Headquarters
for the
Pottery Glass China Metal Goods and Housewares Trades

WM. S. PITCAIRN CORPORATION, *104 Fifth Ave.*
Grindley, Doulton. Furnival.

ROSENTHAL CHINA CORP.
Representing Rosenthal Selb. Ploesberg and Kronach. 149 Fifth Ave.

PAUL A. STRAUB & CO., *105-107 Fifth Ave.*

Tirschenreuth Dinnerware, Specialties in glassware, etc.

ROBERT SLIMMON & CO., *96 to 102 Church St.*

A. J. Wilkinson's, Ltd., J. H. Weatherby & Sons, Bourne & Leigh, R. Sudlow & Sons, Shorter & Sons, Royal Aller Vale and Watcombe Pottery.

L. STRAUS & SONS, *42, 44, 46 Warren and 116 Chambers Sts.*

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AS THE EDITOR SEES IT

THIS SQUARE DEAL BUSINESS

THE trend of prices of practically every variety of merchandise has been upward for many months. In fact, this inevitable movement of all manufactured goods to higher levels, was mentioned in this space back in July and August. In our editorial, "Now is a Good Time to Buy," in our August 3rd issue, we called attention to the fact that prices were moving upward. They are still moving upward and will go even higher in many lines, but there are merchants now as then, who still hang to the delusion that prices must go down. Faith is a good thing to have but faith in lower prices does not necessarily make prices lower and it is not going to foot up any profits in selling merchandise.

IF you happened to be one of the comparatively few who observed with us this upward trend at pretty close to its beginning last August, and had the courage of your convictions, you placed all the orders you could prudently afford, consequently you have the merchandise to attract the public and make a good profit on your foresight. But a good many could not see which way the wind was blowing last summer and the reason they could not see why goods should cost more, was because they took no notice of economic conditions and the incoming flood tide of a more prosperous business period. This lack of foresight usually makes the difference between just a profit and a good profit on turnover. Last August was the psychological month to buy and that is why we mentioned it. It was good advice and we knew it and we said, "Think it over, but don't put it off too long."

THAT advice still holds good if there are any merchants left in the Doubting-Thomas class, but it is too late to get in on a bottom price and everyone must now place his orders in a rising market. As almost every merchant now realizes that the advance in prices in many lines has created certain difficulties, a good many are thinking they are not getting a square deal. In some cases the retail merchant tries to even things up by taking off a discount after the discount period has expired. This is not a square deal business and it never pays. The bulk of business is done on credit and credit is founded on a basis of trust, and there can be no real satisfaction in any business transaction where this four-quare basis is ignored.

THIS square deal business is one of the most important factors in good business. Good business requires that every merchant or buyer shall strive to secure merchandise at the lowest possible price. But this does not mean that the buyer shall concentrate on securing good quality merchandise at poor quality prices, for to continue this, quality must be forced down and no one is interested any more in cheap goods above a cheap price. The public has been surfeited with unreliable merchandise and now want dependable goods at fair prices. They may discriminate a good deal but you have got to give them what they want. But the interests of manufacturer, wholesaler and retailer are mutual interests. Each must live and protect his own interests, but in order to promote any considerable degree of confidence all phases of merchandising must be given consideration. This square deal business is best for buyer and seller and in any business of permanency it must not include any "sharp" deals whatsoever.

People Like to Trade Where They Ge the Best Service

As Competition Becomes More Keen No Store Can Afford to Overlook the Modern A Which Contribute to Better Efficiency Methods—Mechanical Devices Which Pep-Up Service are Essential, Says Live-Wire Credit Manager

ONE of the chief points in selling which a successful merchant must consider today is, that sales depend to a very large extent upon service to customers. It has become almost an axiom that a customer will remember good service long after the merchandise purchased has been forgotten. And the axiom works in the same way the other way around and customers remember poor service, regardless of the quality of the merchandise purchased, and remembering, these customers are very likely to do future shopping at some other store.

With modern competition making it necessary for one retailer to sell as good merchandise at as low a price as the next one, it is very difficult for one store to stand out at the expense of another in this respect. This, however, is not the case with service. Because the customer does not actually buy it at so much per item, many merchants have not come fully to recognize its great importance. Many others recognize that service is a vital factor in the success of their business, but they do not realize the many angles from which the service question must be viewed. A merchant may, for instance, send out a special messenger to a customer who is waiting for a much-needed article with which to complete the full order and figuratively pat himself on the back because of the good service he has rendered. And yet, at another time, his faulty system for authorizing charges in amounts over $10 may keep that same customer—as well as many others—waiting a great deal longer than she should for the authorization of a "charge taken." This very thing is one of the reasons why stores are so often asked to send small charge purchases that a customer would otherwise take with her, and during the course of a year it adds no small amount to the cost of delivery.

In no department of a store is a lack of efficiency more costly than in the credit department, according to W. H. J. Taylor, credit manager for Franklin Simon & Co. The modern system of conducting a charge business makes the credit office one of the most important "service stations" in the entire establishment, he said, and without a maximum of efficiency in personnel and methods it is obvious that a maximum of service cannot be rendered.

In seeking for maximum efficiency in a credit department, he continued, the more the system can be made to depend on mechanical devices for accuracy and speed the better. Take bookkeeping machines for example. These devices minimize the errors so frequently seen when books are kept by hand because they prove each day's work automatically. As a result of daily proved posting of all transactions, whether of charge, cash credits of merchandise, each account accurately sh the amount owed and for how long a period it has b due.

Such information is vital in credit department w because it enables the credit manager to keep the accou receivable more liquid by enabling him to know at times just which accounts he should push for collect Information of this kind cannot be obtained when bo are kept by hand without first figuring up the debit credit columns of the ledger and deducting credits fr debts to ascertain the exact amount of the arrears. T way of doing it takes up a good deal of time, and, jud from the viewpoint that time is money, it adds to the c of operating the department. In this and other ways credit manager who has to depend upon hand-kept bo is at a disadvantage compared with the one who has information put before him by machine.

Bookkeeping machines have the further virtue of p ting an end to trial balance difficulties by automatic printing totals and proving the work every day. Anot great advantage of machines is that by their use a sav of about one-third may be made in the floor space gi over to bookkeeping. With space in New York comm cial establishments worth what it is today this saving n urally is not a small one. In addition, the simplicity the best of these machines is such that an inexpen operator can turn out more as well as more accurate w than a hand bookkeeper who gets a larger salary. Savi effected in the payroll of the department by the use machines will run from a third in many instances t half in some cases.

The use of bookkeeping machines not only makes work of the credit department more efficient genera but it often is of direct value in assisting collections, wh make up the life blood of the business. Every merch who can show a proper financial statement can bor money enough to get over the tight places, but let his c lections go wrong and see what happens. Bookkeep machines enable the collection man to get his bills statements out promptly, and it frequently happens when a customer cannot pay two bills at the same time will pay the one which reaches her first. The other lets go another 30 days or longer.

Of as vital importance as bookkeeping to the merch and of more importance to the customer, is a system authorizing charges that is efficient enough to do a

h lost motion and time. This end of the credit department should be so systematized that the prompt delivery of goods to customers, whether they are taken or delivered, may be facilitated to the highest degree.

In order to give efficient service in this respect it is necessary to have the best possible kind of filing system. The old-fashioned way of filing cards vertically in drawers has been found slow and unsatisfactory. It does not show at a glance the information desired, and there is always a chance of cards being misfiled. This causes delay and loss of time and money. Visible records eliminate this loss. Manufacturers of visible index systems claim a saving of 75 per cent. in labor cost because of the speed in handling the work of authorization. There is no way of proving just how much the business of a store is increased by this same element of speed, but it is no secret that anything that tends to speed up selling tends to increase business. If, in the aggregate, a clerk has to lose an hour a day waiting for authorizations of "charge taken" purchases, it is obvious that she will have less time for waiting on customers than the clerk who loses only a few minutes a day in this manner. Further than this, it is obvious that when a customer is held up five or ten minutes, waiting for such an authorization in one department she has just so much time less to spend in some other department buying additional merchandise.

One very important feature of visible indexes is the colored fiberoid signal tubes. These signal tubes can be used for the classification of accounts under the headings of "slow pay," "profit and loss," "attorney," &c., or for any other purposes that might best fit the requirements of the store. It is not so very long ago that not much attention was given to the systematic filing of records, but times have changed. The wide-awake credit man is constantly looking for something that will enable him more efficiently to handle his own and his department's work. After all, no man's judgment is better than the information on which he bases it, and no credit man can be truly efficient unless he is fully informed about his work.

Mr. Taylor went on to outline various other efficiency methods and devices found in up-to-date credit departments, and among the latter he mentioned the cross index or location file.

Such a file is very necessary for the credit department, he continued, because it is a great help in locating accounts in instances where the salesperson has misspelled the name of the customer or taken down the wrong initials. A cross index or location file lists all charge customers by street and number. If an account cannot be located by reference to the general index, it can be found, nine times out of ten, by referring to the location file from the address on the sales check. Great care must be used in all cases of that kind, however, to change the charge sales check to correspond with the correct name and initials of the customer. This must be done to insure the goods being charged to the proper account.

How's Business?

The general business situation continues favorable and the temporary wavering in the distributive trades for a week or so past, has resolved into a reasonably good activity. Broadly, industry is being maintained at a fairly rapid rate, orders for steel are picking up and production has been speeded up until it is now 75 and 80 per cent of capacity. The building record of last month is a noteworthy one, the total in house, office and store construction for the calendar year shows an increase of $2,500,000,000 or about 55 per cent more than 1921, which was a good building year. In its weekly summary Bradstreet's reports the state of trade as fair to good.

In the East

In New York the crockery trade is somewhat spotty and with the strike preventing the seasonal movement of domestic wares, buying is confined to imported ware, dinnerware moving in fair volume. Glassware is quite active with a rather heavy demand for quick delivery for the holidays. Housefurnishings continue to show the activity noticable for several weeks past. Retail trade is particularly good with the larger stores and generally fair and collections are improving. Boston reports that retail trade is fair and retailers are finding an increased demand for all lines and the general opinion is most optimistic regarding the Christmas turnover. In Philadelphia retail trade is good, manufacturing and industry quiet and collections fair. Pittsburgh reports retail trade of good volume, steel mills working at 75 per cent capacity but collections generally slow. Buffalo reports retail trade as good, manufacturing and industry active and collections fair.

In the West

In Chicago the volume of retail trade continues large and sales of general merchandise are larger than last year, mail-order sales are increasing, car supply improved and collections fair. Cleveland reports retail trade as fair, building active, steel plants at capacity and plate mills at about 70 per cent normal. Collections are rated as slow. In Detroit retail trade is good with sales showing a marked improvement over last year, manufacturing is improved and collections fair. Kansas City reports retail trade good, and increasing, building active and collections slow to fair. In St. Joseph retail trade continues to show improvement. In St. Louis department stores report larger business, rural trade is fairly good but collections are still slow in many localities. Milwaukee reports a decided improvement in retail trade and Minneapolis reports that retail trade is rather quiet and holiday buying not yet started and collections slow.

In the South

In Baltimore retail trade is increasing and Christmas shoppers are in evidence in good number. Southern trade continues to improve and collections while improved are not more than fair. Louisville reports retail trade continues to improve, building active, and the outlook for the holiday season is good. Atlanta reports retail trade fair, building active, considerable unemployment and collec-

tions slow. In New Orleans retail trade is fair, trend of general business upward, prospects of fair sugar crop in sight as grinding progresses and collections slow. Fort Worth reports retail trade fair, winter grain in fine shape and collections fair.

On the Pacific Coast

In San Francisco, wholesale and retail trade is good, manufacturing and industry active, fruit crop in good shape but collections remain slow. Portland, Ore., reports that retail trade, manufacturing and collections are fair, building continues active and there is a shortage of skilled labor. Seattle reports that department store trade is improved, collections are fair and the car shortage is serious.

In Canadian Cities

In Montreal wholesale trade is improved, retailers are buying more freely and with greater confidence, building is very active and collections are improving. Toronto reports that fall trade is disappointing but collections are a little better. In Vancouver retail trade is fair but owing to drought the yield of cereals and fruits was below the average. Winnipeg trade and collections show improvement, crops are the heaviest ever grown in the west and all records are broken in volume of grain moved.

Porcelain Industry of Limoges

The year ending in June shows some improvement in the production of porcelain and chinaware, in comparison with the corresponding period ending June, 1921. The total firings in cubic metres, both with coal and wood, increased from 137,000 to 180,000, which is equivalent to an increase of 537 batches at the rate of 80 cubic m. per furnace. The number of firings for the 12 months in the preceding year was 1,722, whilst, for the period now under review, it was 2,259, or an increase in production of about 33 per cent. If, on the contrary, we refer to the average output for the three years preceding 1914 (3,400 firings per annum), we find that the present manufacture is only two-thirds of what it was in pre-war days. The consumption of coal has been 39,000 tons and of wood about 5,000 cubic metres. The exports to the United States increased from a value of Fcs. 8,428,000 to Fcs. 9,924,000, or an increase of one and a half million. The general situation still leaves a good deal to be desired. Wages still remain the same, and raw materials are also unchanged. Foreign coal is slightly cheaper and sale prices tend to decline. Conditions between employers and hands are still capable of much improvement.

German Goods in Penang

German shipping and mercantile interests are reported to be returning to Penang, the law forbidding them to enter the Straits Settlements or Federated Malay States having expired in October. German goods have appeared on the market in small quantities and have included enamelware, glassware, hardware and cutlery. The usual terms for German goods are 50 per cent. with orders. Owing to the uncertainty of delivery, the lower pric of German goods do not offer any great inducement importers.

British Exports and Imports

The foreign trade in British products for the month August, 1922, shows a considerable decrease in potte exports to the United States compared with the figur for July. The complete list as compiled by the *Potte Gazette* of England follows:

Exports of China Earthenware and Glassware

	Month End August 3 1921	1
		cwt.
Pottery:		
To Germany	.....	
" France	11,540	21,
" U. S. A.	9,325	16,
" Brazil	1,431	7,
" Argentine Republic	6,933	17,
" British South Africa	4,806	9,
" British East Indies	16,285	37,
" Australia	5,186	15,
" New Zealand	2,641	6,
" Canada	20,186	25,
" Other Countries	57,053	122,
Made up as follows:		
Porcelain, Chinaware, and Parian	644	1,
*Jet, Rockingham, Samian and other Glazed Earthenware (except Terra-Cotta Ware)	29,888	24,
†Stoneware and Terra-Cotta Ware and Unglazed Red Pottery, Brown and Yellow Ware	79,734	165,
Glass:		
Illuminating	441	
‡Domestic and Fancy	740	1,
Bottles and Jars.....gross	19,641	33,

Imports of China, Earthenware and Glass

Pottery:		
Porcelain, Chinaware and Parian	821	1,
All other	15,884	25,
Glass:		
Illuminating	8,618	15,
‡Domestic and Fancy	22,713	32,
Bottles and Jars.....gross	97,120	111,

*Including glazed terra-cotta ware prior to 1922.
†Not including glazed terra-cotta ware prior to 1922.
‡Including cooking utensils, table glassware, ornamental gl ware.

Re-Exports of China, Earthenware and Glass

Pottery:		
Porcelain, Chinaware and Parian	29	
All other sorts	3	
Glass:		
†Domestic and Fancy	339	
Bottles and Jars.....gross	1,435	

†Including cooking utensils, table glassware, ornamental gl ware.

Business Briefs

Miss Annie Sweeney has opened a gift shop at 28 M Street, Claremont, N. H.

The Peoples 5-10-and-25 cent store has opened at Westminster Street, Providence, R. I., under the m agement of Phillip Alexander, formerly manager of F. W. Grand store.

Geo. M. Walters has opened a new general merch dise store at Judsonia, Ark.

Behrman's china, housefurnishing and gift shop opened at 685 Bergenline Avenue, West, N. Y.

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

OFFICIALS declare that the display this year at the Hotel Exposition which opened at the Grand Central Palace with a throng of visitors on Monday ternoon, eclipses all others and has expanded so that it cupies three floors of the Palace instead of the two of her years. In the many booths, all of which are artistilly arranged and decorated, may be found nearly every ticle used in a hotel, as well as exhibits of smaller things at are used in the home as well. Among the exhibitors e L. Barth & Son and Duparquet, Huot & Moneuse Co.

Cox & Company are employing an original idea in disaying glassware in a wholesale showroom. The rich crusted ware and finer productions of the Bonita Art ass Co. are all shown in glass enclosed wall cases, such are usually utilized in the better class jewelry stores hese cases line the walls of a small room, in the center which is placed a table in mahogany, with black velour vering to match the cases. Here the ware is placed fore the buyer for close inspection.

The well known importer, Justin Tharaud, has cometed arrangements to sail within the next week for a sit to his factories in Europe. He expects to be away out six weeks, his time to be divided between England, rance and Germany.

Harry S. Clarke, traveling representative for A. J. ndeville & Co., returned the latter part of last week om a two months' trip in the interest of his concern. ke the other travelers who have returned recently, he ported business conditions very satisfactory.

W. E. Hunter, president of the Economy Tumbler Co., organtown, W. Va., spent the greater part of last week New York, attending to special business for the factry and visiting his factory's local representative, Cox & mpany.

E. W. Hammond, New York representative for the nowles, Taylor & Knowles factory and other lines, ent last week on a visit to the plant at East Liverpool.

M. J. Flannigan, formerly buyer for W. M. Whitney Co., Albany, N. Y., has resigned his position with the ncern and accepted the buyership for M. Lurie & Co., oy. He is installing a housefurnishing and toy departnt for the firm and will probably extend the departnt to include other allied lines after the holidays.

John Postley is exploiting the housefurnishing lines of Chas. A. Postley & Sons this week in Philadelphia, Baltimore and Washington.

Lee Moses, buyer for Frederick Loeser & Co., says that he never has seen lamps sell as well as they do at the present time. Even when business is inclined to lag somewhat in other goods, he says, that lamp and shade sales keep forging ahead. This is speaking of business as he finds it normally and not under the stimulation of special sales. Mr. Moses has run a number of phenomenally successful lamp sales during the past year.

N. Y. State Glassware Industry Expands

According to a statement of Henry D. Sayer, State Industrial Commissioner, a large expansion has taken place in the manufacture of glassware, almost twice as large as the gain in October a year ago. The improvement was greatest in the manufacture of cooking and lighting glassware.

Membership Drive Boosts Merchants Association to 7,012

The Merchants' Association of New York brought its campaign to enlarge its membership to a close at a luncheon meeting at the Hotel Astor, when reports presented by the eighty-four teams showed that the two hours' canvass of the last morning had netted 702 new members. This brought the total for the four days' work to nearly 1,500 members, and ran the grand total of the membership up to 7,012. As the figures were posted on the blackboard a stop was made at various intervals to announce that the total had successively exceeded the total of membership of the Chambers of Commerce of Boston, Detroit and San Francisco, respectively. Los Angeles is the only city left with a higher membership than the Merchants' Association of New York.

Customs to Rush Incoming Holiday Goods

Customs examiners at the port of New York have been instructed to give preference in the examination of all incoming goods from now on to holiday merchandise desired by the stores for the Christmas trade. Requests have been received in large numbers from merchants anxious to receive consignments of seasonable goods, and the action by the customs officials will meet with wide approval. The question of facilitating the examination of holiday goods was placed before Special Deputy Appraiser of the Port John J. Donnelly by the National Council of American Importers & Traders, Inc., following which instructions were issued to all examiners to cooperate to the fullest extent in this matter.

There has been no let up in the volume of goods entered here. A long line of trucks wended their way from the docks to the Government warehouse all day yesterday and every available employe was put to work to cope with this situation. It is planned to single out all cases which are known to contain Christmas goods and to rush them through the customs with all speed.

Rumor of Settlement Heard as Strike Enters Eighth Week

As we go to press our East Liverpool representative wires us as follows: While there has been no settlement of the strike in the general ware pottery industry, now in its eighth week, it is reported and not denied, that some local union affiliated with the National Brotherhood of Operative Potters are discussing the question of probable settlement.

One of these reports is, that the suggestion has been made to the workers from interests outside of the United States Potters Association, that the men return to work in the general ware plants, at the same wage that prevailed when work was suspended October 1, continue till January 15, and then, if it is proven that the cost of living has increased, that the question of advanced wage be submitted to arbitration. It must be understood however, that this report has no official confirmation, both sides to the controversy declared this morning there was "no change in the situation."

An officer of one of the local unions declared to the CROCKERY AND GLASS JOURNAL representative that the defence fund would be exhausted within a few weeks but that the brotherhood has other funds, which might be diverted into the defence fund. Also, that inasmuch as the brotherhood is a member of American Federation of Labor that body would be appealed to for funds. During a special meeting of the executive board of the brotherhood held at Trenton late last week, the strike situation in both the general ware and sanitary branches of the trade was discussed. Many rumors concerning a probable settlement of the strike in the general ware trade were current in East Liverpool this week, but none are confirmed.

Duty on Christmas Tree Ornaments Reduced

The Board of United States General Appraisers has handed down decisions reducing the duty on imported Christmas tree ornaments from 50 per cent ad valorem under Paragraph 333 to 45 per cent ad valorem under Paragraph 84, Tariff Act of 1913. These decisions sustain protests of Morimura Brothers of Seattle and Nadel & Shimmel of New York.

Tariff Not Hurting Trade, Says Administration

The opinion is growing in Administration quarters that the new tariff measure will not react in the loss of foreign business to the United States because of the increased rates of duty imposed upon shipments comi into the country. Trade statistics since the bill went in effect, showing an actual increase in imports, have e couraged this view and have prompted the statement high officials at the Treasury that the country's volu of trade will not be materially affected.

Two factors will prevent any substantial loss American foreign trade as a result of the tariff b officials said. Stable demand in this country for pa ticular foreign commodities will remain unaffected any changes in rates brought about by the bill. T other factor, it was said, is the fact that the differen in rates on the important goods from abroad, rea forming the bulk of imports, will prove to be too ne ligible to cut down the volume of shipments substantial

Buyers in New York

NOVEMBER 16th, 1922.

H. Liebes, mdse. mgr., jobs of Christmas toys, C. F. Hovey Co., Boston, Mass., 225 Fifth Ave., room 611.

M. B. McMahon, toys, C. A. Staerker, mdse. mgr., Higbee C Cleveland, O., 240 Madison ave.

J. I. Flynn, housefurnishings, Kaufmanns Dept. Store, Pit burgh, Pa., 1261 Broadway (M. A. McNulta).

C. A. Bland, toys, Newcomb, Endicott Co., Detroit, Mich., Fifth Ave.

E. Dean, general mdse., Sheehan Dean Co., Elmira, N. Y., Grand St.

NOVEMBER 17, 1922.

C. F. Ross, toys, Foster Ross & Co., Auburn, N. Y., Martiniq

G. Richardson, representing, Trask, Prescott & Richards Erie, Pa., Mdse. Reporting Co., 23 East 26th Street.

Mr. Mendel, mdse. manager, Mendell's, Inc., New Hav Conn., care Baer & Lilienthal, 1150 Broadway.

B. G. Twitchell, china, glass and lamps, Wise Smith Co., Ha ford, Conn., 105 Grand Street, Jay Co.

T. P. Walsh, housefurnishings, Strawbridge & Clothier, Phi delphia, Pa., 230 5th Avenue (Imperial.)

NOVEMBER 20, 1922.

H. Liebes, basement mdse. mgr., jobs Christmas mdse., C. Hovey Co., Boston, Mass., 225 5th Avenue.

F. L. Wolf, mdse. manager, H. P. Wasson Co., Indianapo Ind., 116 West 32nd Street, care Littman & Storch.

L. A. Dempsey, lamps, McCreery Co., Pittsburgh, Pa., Wm. Knott, 23 East 26th Street.

S. Klughers, toys, Home Music Co., Lancaster, Pa., Penns vania.

NOVEMBER 21, 1922

H. Patterson, toys, Patterson's Dept. Store, Brevard, N. 3 West 29th St. (Natl. Pur. Co.).

M. L. Kahn, mdse. manager, Chicago Mail Order Co., Chica Ill., 368 Sixth Ave.

L. A. Beck, lamps, Higbee Co., Cleveland, O., 240 Madison A

I. Weiss, mdse. manager, Popular D. G. Co., El Paso, Tex 352 Fourth Ave., Kirby, Block & Fisher.

D. Rothschild, general mdse., Rothschild & Bro., Ithaca, N. Pennsylvania.

H. S. Forbes, dolls, New Castle D. G. Co., New Castle, Pa., Fifth Ave. (Allied Stores Co.).

L. A. Dempsey, lamps, McCreery Co., Pittsburgh, Pa., East 26th St. (W. T. Knott).

W. B. Keer, mdse. manager, Raphael Weill & Co., San Fr cisco, Cal., 15 East 26th St.

L. Epstein, mdse. manager, LaSalle & Koch, Toledo, O., Fifth Ave (Retail Research Assn.).

E. S. Stauffer, toys, May Co., Cleveland, O., 37 West 26th (E. M. Sostman).

G. H. Wheelick, china and glassware, G. H. Wheelick & Peoria, Ill., Pennsylvania.

NOVEMBER 22, 1922

H. Liebes, mdse. manager, jobs of Christmas goods, C. Hovey & Co., Boston, Mass., 225 Fifth Ave.

C. H. Hurlburt, china and glassware, D. M. Read Co., Brid port, Conn., 404 Fourth Ave., care D. G. Alliance.

A. Harris, mdse. mgr., Mendel's, Inc., New Haven, Conn., 1 Broadway, care Baer & Lilianthal.

(*Continued on page* 30)

WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

THE strike in the pottery industry is having a telling effect upon local business conditions in the Sebring district, although the weekly payrolls there are now said to average about 24 per cent of normal. The Strong Enamel Co., of Sebring, of which O. H. Spring is the head, is operating to capacity. The Gem City Forming Co. at Sebring is also operating full time.

Imported clay salesmen in this district are out o' luck on account of the inactivity in the dinnerware industry. They are doing no business at all, according to Joshua Poole, one of the most active distributors of English clays in the American market. "We're not selling anything," Mr. Poole has said, "and I don't know when we will take an order."

Oliver H. Sebring, head of the French China Co., Sebring, O., plans to leave soon for California, where he will spend a month or so on business. He will then go to Miami, Fla., where he proposes to spend the winter season with his family.

Dinnerware manufacturers in this district have heard the report that the German Government proposes to reduce its export tax to one per cent hoping thereby to increase its volume of shipments to America. Official confirmation of the report is not to be had in this locality.

N. P. Yowell, of the Orlando Potteries Co., Orlando, Fla., has announced plans for increasing the production of the art line of this shop. Several East Liverpool potters have taken jobs with the firm.

The annual meeting of the Pittsburgh District Section of the American Ceramic Society will be held at the Mellon Institute, Pittsburgh, the afternoon of December 2, at 2 o'clock. The following officers will be elected for the new fiscal term: Chairman, A. Silverman, of the University of Pittsburgh, a noted glass chemist; vice-chairman, Francis C. Flint, of the Hazel-Atlas Glass Co., Washington, Pa.; secretary, H. C. Schwecht, of the Mellon Institute, Pittsburgh; treasurer, Thomas H. Sant, of the John Sant & Sons Co., East Liverpool, O.; councilor, Francis W. Walker, of the Beaver Falls Art Tile Co., Beaver Falls, Pa.

Although not a great amount of ware is being shipped out of the East Liverpool district, buyers are now informed that a 10 per cent reduction in the water rate between here and Cincinnati has been announced by the Liberty Transit Co. This is 20 per cent under the rail rates now in effect. Southern and Mississippi valley buyers gain an advantage by this rate.

With a capital stock of $1,000,000, the Bush English China Co. has been formed at Port Hope, Ont., by H. T. Bush. The new company, so it is reported, will do a jobbing business in ceramics and enameled ware.

Edwin M. Knowles, of the Edwin M. Knowles China Co., accompanied by Mrs. Knowles, is spending a fall holiday at Atlantic City.

Frank M. Ransbottom, head of the stoneware pottery interest of that name at Zanesville, O., has been presented with a Past Master's jewel, following his retirement as Grand Master of the Grand Lodge of Ohio, F. & A. M. Zanesville Masons and the Zanesville Chapter of the Eastern Star presented this gift to Mr. Ransbottom.

F. F. Gray, for many years connected with the office force of the E. H. Sebring China Co., Sebring, O., has severed his connection with the concern to enter the rubber business.

Buyers visiting the East Liverpool market during the last week included C. Reed, of C. Reed & Co., Baltimore, Md., and Samuel Shaparo, Chicago, Ill.

At a cost of $20,000 the Whilden Pottery Co., Philadelphia, Pa., will improve its plant, which was recently partially damaged by fire.

The capital stock of the W. S. George Pottery Co., East Palestine, O., was authorized by the Secretary of State at Columbus, Monday, to be increased from $500,000 to $1,500,000. The company made application to do this so that accumulated assets could be converted into stock.

U. S. P. A. Establishes Fellowship in Washington

The United States Potters' Association has established a fellowship in the Bureau of Standards at Washington, a move considered well worth while since the last meeting of the association in Washington a year ago.

Victor J. Roehm, for some time assistant to A. V. Bleininger, in charge of the research department of the Homer Laughlin China Co., has assumed this fellowship,

and will spend a year or more in the ceramic department of the bureau working out problems, results of which will be of untold value to the American pottery industry. Decision to establish this fellowship was taken by the Potters' Association during the summer period. The idea, however, suggested itself soon after the members of the association were entertained for some hours at the Bureau of Standards last December, by Director W. S. Stratton. It was then learned that the association, by having its own representative working out research problems, with the aid of the facilities of the government, a great service would be performed. Soon afterwards, followed the endowment of the fellowship, and the appointment of Mr. Roehm.

South Carolina Clays

The methods of mining and preparing white clays for market in the vicinity of Langley, South Carolina, are described in Serial 2382, by T. M. Weigel, mineral technologist, just issued by the United States Bureau of Mines. Langley is about nine miles north of Augusta, Georgia. The clays mined in this district are sedimentary kaolins with few impurities. The prevailing color is white; at times the color is smoky grey or pink, and occasionally strong pink to lavender. The lighter colors usually become white on exposure to the air and on drying. The lower parts of the beds are usually the whitest. These kaolins are fine grained in texture, and have good plasticity; their tensile strength is from 8 to 36 pounds. They generally slake readily. Their specific gravity is from 2.50 to 2.25. The clays in the district are well adapted for use in paper stock, for which they are mainly used, and in pottery and chinaware, without washing. In the district as a whole, considerable reserves of clay are yet untouched, hence the industry can be considered fairly stable. Copy of this report may be obtained from the Bureau of Mines, Washington, D. C.

Business Briefs

William Page, who has been manager of the various branch stores of the National 5-and-10 cent Store's Co. for the past ten years, has succeeded Morris Cochran as the manager of the National store in Shelby, Ind.

Peoples Doll Corp., New York City, has been incorporated with a capital of $25,000 by C. D. Billiky and R. Jarmolow. Attorney, C. A. Schneider, 51 Chambers Street, New York City.

Reliable Doll & Toy Co., New York City, has been incorporated with a capital of $40,000 by E. Bobker, J. Weiss and R. Trier. Attorneys, Rosett & Deusch, 198 Broadway, New York City.

The Gift Shop, 4 Lafayette St., Utica, N. Y., conducted by Rizika Bros., has leased for a period of twenty years its present quarters and plans extensive alterations and improvements, including the installation of a new store front.

Genuine CHINA Translucent

DINNERWARE

FOR

SPECIAL SALES

Trade Sizes	White
Tea, Cup	$1.35
" Saucer	.68
Coffee, Cup	1.35
" Saucer	.68
After Dinner, Cup	1.05
" " Saucer	.65
Bouillon Cup	1.97
4 " Plate	.90
5 " "	1.01
6 " "	1.24
7 " "	1.58
8 " "	1.91
4 " Fruit's	.68
5 " "	.79
8 " Dish (Platter)	2.25
10" " "	4.05
12" " "	6.75
14" " "	9.45
Oatmeal's	1.41
Soup's Creamed, Handled	1.80
" Coupe, 6"	1.58

All Ware on Hand, Stock Selection F. O. B. Brooklyn, N. Y., Usual Package Charge

MAIL ORDERS NOW

All Orders will be Accepted in Rotation and Subject to Stock on Hand

H. A. MARSHALL

INCORPORATED

200 Fifth Avenue, New York City

NOTE:—If You Are In Need Of Vitrified Hotel China Or Hard Porcelain Hotel China In Either White Or Decorated, Write Us.

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

GLASS salesmen, representing factories in this district, who have just returned from their late fall trips, say they had requests from many buyers as to the probable time it would be before they received shipments from generalware potteries. Pottery salesmen are not on the road, and therefore buyers sought such information from the glass travelers. Knowing nothing about the situation in the pottery trade, these salesmen say that they are receiving more business from their customers than is usual at this season. This is proven by the fact that production is being increased in many factories, and that orders for merchandise for January and February sales are now being written in rather liberal volume.

There has been a revision upward in the price of some lines of the cheaper grades of glassware, all such changes now being effective. The new prices concern the staple tableware and tank staple lines, such as sundaes, tumblers and similar items. The trade has been notified of an advance in the market on machine made tumblers. It is the opinion of the manufacturers of high grade goods, that the market on these lines is high enough just now, and that little reason exists to increase the market on them. It is also hoped by the manufacturers of the latter lines, that by having a steady market, buyers will have more liberty in placing future requirements.

Many new lines have been arranged by the different glass manufacturers for the 1923 trade. To be more correct, perhaps it should be written "new items," as there is a strong tendency among the manufacturers to add items to lines instead of presenting entire lines. This will be the policy of the United States Glass Co., this season. New items will be added to the Gas City, Ind., tank line, and items will also be added to the Duquesne line. Five or six new decorated lines will be assembled, also two or three new propositions in the pressed ware lines. In the higher grade offerings, the factories will present two deep plate etched patterns, one needle etched line and two plain light blown stemware lines.

Generally speaking, business with the glass manufacturers in this district is reasonably heavy. Similar reports have been received here from the Ohio and West Virginia factories. The embargoes on the railroads has interfered indirectly with prompt forwarding, but for the first three days this week, when the Pennsylvania system declared an "open season" a number of packages and carlot shipments were started on their way. Factory production is holding up very well, and managers believe that this situation will prevail throughout the remainder of the season.

A glass baby plate is a new item with the United States Glass Co., that is having an active sale. It is designed much after the semi-porcelain item, but of course is different. In the center of the plate is "Little Bo-Peep" and her sheep, and around the rim of the plate is the alphabet and the numerals. The plate is to be had in two colors, that of blue and orange. A child's mug is to be an added item to the plate, and this will be presented to the trade within a few weeks.

There is a noticeable tendency among manufacturers this season to omit offering special prices on special sales merchandise. The contention is that it costs just as much to produce these items as any other line, and that no longer will such goods be sold below cost.

Because of an increased demand for its lines, it is currently reported in this district that another furnace will be lighted soon by the H. C. Fry Glass Co., Rochester, Pa.

Thomas McCreery, general manager of the Monoca, Pa., plant of the Phoenix Glass Co., was a visitor at the local offices of the Glass Association late last week.

Speaking of prohibition, one would naturally suppose that the demand for whiskeys would be practically nil, but it was recalled in the district this week that one factory, "strong on whiskeys," has more business on this line than it can fill promptly. "They'll always sell whiskeys," was the comment of one jobbing interest.

Managers and buyers of china and glass departments in all local department stores are all set for the Christmas trade. Lines have been re-arranged and augmented, departments now partially decorated, and holiday trade is beginning to come in rather liberally. In all the local department stores, housefurnishings buying has been good, business of the last four weeks being ahead of the same period in 1921.

The entire issue of $800,000 bonds of the Kearns-Gorsuch Glass Co., Zanesville, O., and endorsed by the Hazel-Atlas Glass Co., of Wheeling, W. Va., has been absorbed by Wheeling banks. The proceeds of this issue will be used in plant extensions in the Zanesville district, which will prove of value to the Hazel-

Atlas connections. A new factory is to be erected, and a new line of ware manufactured therein.

Among buyers in the glass market during the last few days were: W. J. Casey, with McDonald Bros., Minneapolis, Minn.; Paul Shneelock, with George Borgfeldt Co., New York, and Sig Herbert of New York.

C. M. Rodefer, of the Rodefer Glass Co., Bellaire, O., was named a member of the committee on the International Committee Report during the recent convention at Atlantic City of Y. M. C. A. officials. He is also a member of the National Executive Committee of the Association.

At a meeting of the stockholders of the Davies Glass Co., Martins Ferry, O., late last week, plans for placing the plant in operation early in 1923 were discussed. The officers of the company have issued a report to the stockholders that the plant has been ready for operation for some months, but that business conditions did not justify the move.

When four men were laid off by the Belmont Tumbler Co., Bellaire, O., because they would not work the night before Armistice Day, a strike followed. The trouble was adjusted late last week and operations resumed.

The Glassport, Pa., plant of the United States Glass Co. went on full turns last Monday. This unit of the operating company has been working only with partial forces for many months.

Reservations for the Pittsburgh Exhibit

Fewer generalware pottery firms have confirmed suite reservations at the Ft. Pitt Hotel, Pittsburgh, Pa., for the 43d annual Pottery & Glass Exposition than at any time during the last 18 years, when W. C. Lynch, then with the Steubenville Pottery Co., was the first to show a pottery line in connection with glass salesmen.

Only 77 exhibits, all told, have been confirmed to date. Very few more remain to be listed. Last January over 100 displays were arranged in the Ft. Pitt, to say nothing of those at the William Penn and the Hotel Anderson.

Dinnerware manufacturers contend that inasmuch as that industry is inactive as a result of the strike in that trade, buyers who visit the Pittsburgh market in January will also visit the pottery district, so that with production being at a standstill, it would be more or less folly to extend sales effort.

The official list of exhibitors at the Ft. Pitt for January, 1923, has been given out by the Ft. Pitt management as follows:

LOBBY FLOOR

L. D. Bloch & Co., New York City.....Rose Room
H. C. Fry Glass Co., Rochester, Pa.....Annex

FIRST FLOOR

D. C. Jenkins Glass Co., Kokomo, Ind.....123, 128
Bryce Bros. Co., Mt. Pleasant, Pa.....129
Co-Operative Flint Glass Co., Beaver Falls, Pa.....136,
Westmoreland Specialty Co., Grapeville, Pa. Assembly Room, 139,

SECOND FLOOR

Fisher, Bruce & Co., Phila., Pa.....
Susquehanna Cut Glass Co., New York City.....240, 241,
Penn Cut Glas Co., New York City.....242,

THIRD FLOOR

Sherwood Bros. Co., New Brighton, Pa.....
McKenna Bros. Sales Corp., New York City.....340,
Paden City Pottery Co., Paden City, W. Va.....
David L. & Chas. L. Wise, New York City.....343, 344,

FOURTH FLOOR

Gordon Glass Co., Rochester, N. Y.....439,
Mitchell Woodbury Co., Boston, Mass.....441,
Koscherak Bros., New York City.....443,
Iona Cut Glass Works, Philadelphia.....

FIFTH FLOOR

Brown-Reddrop Co., Cleveland, O.....539,
Bonita Art Glass Co., Wheeling, W. Va.....541,
Overseas Import Co., New York City.....
Louis Levien Cut Glass Co., New York City.....

SIXTH FLOOR

United Novelty Co., New York City.....
Hirsch-Malgood Co., Inc., New York City.....634, 635, 636,
S. A. Weller Co., Zanesville, Ohio.....
The American Clay Products Co., Zanesville, Ohio.....
The Crooksville China Co., Crooksville, Ohio.....
The Fenton Art Glass Co., Williamstown, W. Va.....
The Belmont Tumbler Co., Bellaire, Ohio.....
The Vodrey Pottery Co., E. Liverpool, Ohio.....
Hopewell China Corp., Hopewell, Va.....
The Maryland Gl. Co., Cumberland. Md.....
L. E. Smith Glass Co., Mt. Pleasant, Pa.....
H. R. Wylie China Co., Huntington. W. Va.....
The Zane Pottery Co., S. Zanesville, O.....
Monongah Glass Co., Fairmont, W. Va.....
The Federal Glass Co., Columbus, Ohio.....
The Sebring Pottery Co., Sebring, Ohio.....
The Lipincott Glass Co., Alexandria, Ind.....

SEVENTH FLOOR

H. Northwood Co., Wheeling, W. Va.....
Central Glass Works, Wheeling, W. Va.....
Diamond Glass Ware Co., Indiana, Pa.....
The Lancaster Gl. Co., Lancaster, Ohio.....
Indiana Glass Co., Dunkirk, Ind.....708,
New Martinsville Glass Mfg. Co., New Martinsville, W. Va. 712,
Paden City Glass Mfg. Co., Paden City, W. Va.....
The Steubenville Pottery Co., Steubenville, Ohio.....
The Hall China Co., E. Liverpool, Ohio.....720,
Hazel-Atlas Glass Co., Wheeling, W. Va.....
The Brush-McCoy Pottery Co., Zanesville Ohio.....
The Cambridge Glass Co., Cambridge, Ohio.....
The Carrollton Pottery Co., Carrollton, Ohio.....739,
Economy Tumbler Co., Morgantown, W. Va.....
A. H. Heisey & Co., Newark, Ohio.....
McKee Glass Co., Jeanette, Pa.....743,
West End Pottery Co., E. Liverpool, Ohio.....
The Duncan & Miller Glass Co., Washington, Pa.....
Pgh. Lamp Brass & Glass Co., Chamber of Commerce Bldg. Pgh.....
The Mayer China Co., Beaver Falls, Pa.....
Phoenix Glass Co., Monaca, Pa.....
The Bartlett-Collins Glass Co., Sapulpa, Okla.....
The Hocking Glass Co., Lancaster, Ohio.....
Mound City Glass Co., Lumberport, W. Va.....
The Potomac Glass Co., Cumberland, Md.....

EIGHTH FLOOR

The National China Co., Salineville, O.....838,
Wheeling Decorating Co., Wheeling, W. Va.....840,
Quaker City Cut Glass Co., Jermyn, Pa.....
Camden City Cut Glass Co., Camden, N. J.....842,
Jeannette Glass Co., Jeannette, Pa.....
Geo. F. Basset & Co., Inc., New York City.....

NINTH FLOOR

Kinney & Levan Co., Cleveland, Ohio.....
John J. Hines, New York City.....939, 940,
Frontier Cut Glass Co., Buffalo, N. Y.....
The Geo. H. Bowman Co., Cleveland, Ohio.....943,

TENTH FLOOR

Empire Cut Glass Co., Flemington, N. J.....1038, 1072,
Ernest Wolf, Inc., Chicago, Ill.....
The Phila. Cut Glass Co., Philadelphia, Pa.....1041,
Fischer Cut Gl. Co., Atco, N. J.....1043,

(*Continued on page* 30)

What's New in the Market?

Here Are a Few Answers to This Question Which Will Keep Progressive Buyers and Merchants Well Posted on the New Offerings Received From the Most Representative Sources

New Arrivals in English Earthenware

Introducing a novel and graceful shape and numbering a variety of treatments from grave to gay, the newest things from the pottery of Wood & Sons, now on display at the showroom of Edward Boote, 35-37 West 23rd St., are of more than passing interest. The new shape is a particularly graceful and dignified octagon form which harmonizes admirably with the appealing designs. Particularly striking is an old Japanese treatment, originated by Kakiyemon. This consists of a center decoration of a tree branch with flowers in red, blue and yellow combined with birds and butterflies. The flange of the plate is embellished with medium sized floral sprays, and a rococo border of about 3/8-inch width outside and the same border on the shoulder, with edge band of light brown and light brown striped handles and knobs. The same charming design is also shown in blue. In borders a delightful design is in Chinese blue in panels of two different Persian designs, and the same border treatment is shown with a center decoration in old Chinese design on the order of the Willow tree, in strong colors of blue, red, yellow and green, with green edge band and green striped handles and knobs. There is also a novel rococo border in dark green and red with a center decoration of a basket of fruit. Very decorative is a running border of large aster flowers in stencilled effect in strong colors of red, yellow, purple and green, with green edge band and striped handles. An Indian tree in brilliant colors with a very novel panelled border in gray and yellow and two spray treatments, consisting of asters and roses are likewise decidedly good looking. All of these designs are in underglaze and several overglaze prints are included in the line. In embossed earthenware, the same octagon shape is shown, the embossing in medium width vertical lines, is embellished with center decorations of fancy baskets of flowers with a most unusual notched border in yellow and black. Another design is a tree branch and bird treatment in brilliant colors with brown edge bands both being underglaze decorations of wide appeal.

A New Item for Smokers

Neat in design and attractive in appearance, the new No. 8 Ash Tray just put out by The New Martinsville Glass Mfg. Co., New Martinsville, W. Va., is an article of utility which all smokers will appreciate. Of a round shape, made of excellent pressed glass, four inches in diameter, and with embossing on the bottom in concentric circular design, it is provided with an oval ash compartment in the center. On the rim is a socket for holding paper matches, two cigar rests and a pair of cigarette snuffers. The article is patented and being especially designed for a big turnover, this item is headed for a big sales record in the cigar store and departments featuring popular priced glassware.

Japana's Latest Hit in Gifts

The Good Fairy statuette created by Mrs. Jessie McCutcheon Raleigh, sister of George Barr McCutcheon the writer, and distributed to the trade by The Japana Specialty Co., Grand Haven, Mich., has made a big hit with department stores, gift shops and jewelry stores throughout the country. This charming and youthful figure with arms upflung to the wind and with face uplifted, is a symbol of inspiration and its originator has been presented with photographs of many artists and prominent people who have found in this youthful figure the embodiment of hope and faith. The figure is 5½ inches high and is finely modeled in metal in gold, silver and bronze finishes and is delivered in the United States in a beautiful gift box with gift card enclosed.

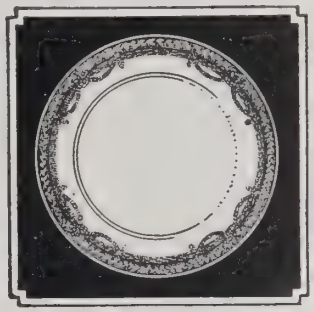


Some Fine Numbers In This Imported Line

In addition to extensive lines of dinnerware from their Schwarzburg and Limoges factories, L. Straus & Sons, 44-46 Warren St. are also displaying varied lines of short sets and fancy wares. One of the most appealing numbers among the china fancies is on the graceful "Claremont" shape, consisting of a striking panelled effect in black lines of about 1/8 inch width with rich coin gold border. This number from the Schwarzburg factory includes a full assortment of the most popular numbers in short sets, such as plates, cups, saucers, after dinners, bouillons, cake trays, ice cream, cake, salad and chop sets, etc. Conspicuously beautiful among the strong lines of fancy wares is a new line of vases. On a real china body a charming background of high yellow lustre forms a delightful foil for the wide band of flowers in soft colors, framed in gold. The floral borders of large flowers, which include red and pink roses, poppies, and wild roses,

(*Continued on page* 30)

A Leader in English Earthenware



Crockery
China
Glassware
Gifts

THE Bombay pattern, made by Johnson Brothers, is one of the most popular dinnerware patterns of English earthenware. Its simplicity of design makes it excellent for every-day use. Its wearing quality makes it serviceable. Its price will make it attractive to your customers.

English earthenware always sells well. We carry a large assortment of the patterns of all the leading manufacturers. We import direct, which makes it possible to quote attractive prices to you. We can ship promptly either in Original Package or from Open Stock.

Jones, McDuffee & Stratton

Direct Importers and Distributors of Crockery, China and Glass

25-39 Franklin Street, Boston

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

es McDuffee & Stratton Employees Hold Banquet

ore than 100 employees of the Jones McDuffee & tton Corp. met at the Riverbank Court, Cambridge, Saturday for the annual banquet and get-together ing of the Mutual Benefit Association.

llowing the dinner, there were interesting speeches Thomas F. Dixon, vice-president of the company; seph Snyder, president of the association; Frank J. , the general office manager, as well as Herbert L. lington and Alcot Pennell. The last two named are ans of the organization in point of service, but just oung as the rest of 'em.

arry Lewis, manager of the retail department, was master, and his ready wit was one of the hits of the ing. Following the speechmaking the remainder of evening was given over to dancing.

an election of officers of the organization held a ago J. Joseph Snyder, sales manager of the whole- department, was elected president, and Herbert ks, vice-president. Miss Katherine Mooney fills the of secretary, and Alcot Pennell is treasurer for the ing year.

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ul M. Phillips, New England representative for S. Veller, left Tuesday for Zanesville, Ohio, for his an- visit to the factory. His plans require his attend- there until about Christmas.

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nos B. Leighton, of the Lalance & Grosjean Mfg. of New York, is moving his home from Cambridge rovidence. He expects that the location nearer the r of his territory will allow him to get to his home often.

---

odnow, Pearson & Co. have taken a decided interest litics this year. W. H. Goodnow of Keene, N. H., e defeated candidate for Governor of the state, and . Pearson is being groomed for the mayoralty fight he first municipal election in Gardner, Mass., which s off early in December. It's a pity more business cannot be persuaded to take an active interest in cs. Most of us do our work with our "hammers." it is all over.

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vo weddings of interest to the trade during the past were those of C. W. Pingree of the Tayio Trading and George O. Robertson, son of John Robertson e firm of that name of Lowell. Mr. Robertson has associated with his father in the furniture and crock- ery line for some time. He married Miss Dorothy Bur- rage, and Mr. Pingree married Miss Dorothy S. Duncan of Lynn.

Department stores and gift shops may have some competition in the bazaar "The Atlantic City Boardwalk" to be given in Mechanics building from the 1st to the 9th of December. A replica of the famous resort has been erected in the mammoth exhibition hall and space has been rented to a number of concerns. The greater part has been taken over by philanthropic ladies and gentlemen, who are using the affair to further the cause of some of their pet charities. Dolls, novelties and the usual gift shop articles will predominate.

Park E. Quinn is displaying a new Console set in Royal blue brought out by the Old Colony Cut Glass Co. at his salesrooms at 99 Bedford street. It is a new departure for the Old Colony and will probably be furnished in several of the delicate pastel shades. Park says it is making a hit with the trade.

ATTENTION!

Hotel and Restaurant Supply Houses



Vinegar and Oil Bottle

$1.25 Dozen

Packed 10 dozen to barrel. Guaranteed first quality.

DESCRIPTION

Ten flutes, plain ground bottom, 3⅛ in. center diameter, height 5⅜ in. to top of neck, pierced cork and white porcelain tube.

Having secured a liberal price concession in a large purchase from the Government am enabled to offer these fine bottles made by the McKee Glass Co. and other well known manufacturers at this very attractive price.

MORRIS SENDAR

291 Bowery Telephone Orchard 6077 New York

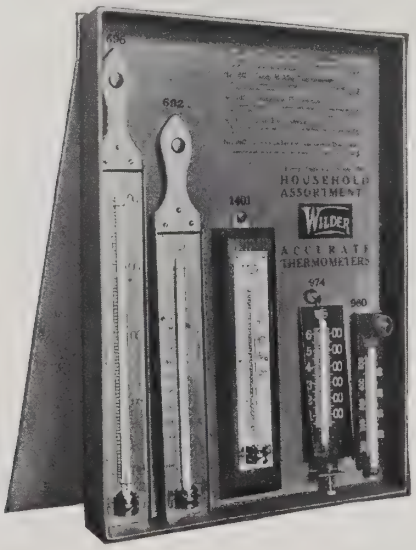
In the Household Utility Aisle

Some Practical Aids for Easier and Better Housekeeping—Time Savers and Labor Lighten That Appeal to Busy and Discriminating Housewives and Are Stocked by Progressive Mer chants Who Are Alert to Supply What the Public Wants

By Beatrice Miller Wisner

Dependable Cooking Thermometers

Modern methods of cooking have become so perfected and regulated rules for baking, roasting, etc., have been so emphatically laid down by dietitians in schools, colleges and institutions, that no well equipped home is without a set of accurate cooking thermometers for daily use in the culinary department. The set of thermometers herewith illustrated, are manufactured by the Wilder-Pike Thermometer Co., Troy, N. Y., and consists of an assortment of accurate kitchen thermometers for use in baking, roasting, frying, etc., namely, Deep Fat Thermometer for frying, Candy Thermometer for making confectionery, and Fireless Cooker and Griddle Cake Thermometer. The twentieth century housewife is studying every method of advanced cookery and is on the outlook to procure a dependable helpmate in the kitchen department, hence the demand for accurate culinary thermometers. The Wilder-Pike Thermometers have stood the acid test in manufacture and efficiency and have been endorsed and approved by all the leading culinary experts of Household Laboratories. No haphazard principles or guess work in the art of cooking must exist in the up-to-date household of today, and every precaution is exercised to avoid overdone or underdone meats, vegetables, pastry, etc. With the use of the Wilder Standard Cooking Thermometers health and pocketbook are safeguarded; nutriment of food preserved through perfect temperature cookery and the purse protected by avoiding waste in spoiled edibles. The above concern, makers of thermometers for every purpose, will furnish details of the various types, styles and designs of their thermometers, on application.

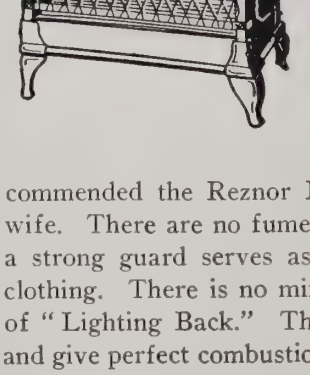


A New Culinary Device

The "Ideal" food chopper bracket, an item of convenience and practicability for attaching food chopp bread raisers, cake mixers or coffee mills to any kin table, porcelain, marble or glass-topped, etc., is manu tured by the Ideal Food Chopper Bracket Co., 20 Cli Street, Newark, N. J. Every housewife knows the n of an attachment that will hold firmly and steadily t hand-working devices that must be fastened securel the table while in operation. The "Ideal" has supp this need. This worthy device is the invention of S ney Y. Sullivan of the table department of Hahne & Newark, N. J., and is one of the neatest and most ne sary utilities offered for the kitchen department. I made of rust-proof aluminum and is easily folded. can be attached to any kind of a table under the rim side or front, and when not in use can be neatly fol under the rim at top of the table. Because of its har sturdy and unobtrusive character, it has become one the most popular devices put on the market and thro consistent price it is destined to be one of the most sired of household necessities. A comprehensive desc tion of the "Ideal" will be furnished by the manu turer.

Cheerful Gas Heaters for Adequate Hea

The cherry brightness which radiates from the Rez Heaters is one of the most popular features of these w known gas portables. These delightful warm comf ions are manufactured by the Reznor Manufacturing Mercer, Pa., pioneer makers of gas heaters and the o inators of the yellow fl burner. The copper refle and the yellow flame bu are responsible for the diant heat which is dire to all parts of the room, plying a cheerful, comfo ble, warm atmosphere w is the delight of the ho hold. The illustration tured herewith, No. 20 one of the most pop models showing const tion and design which commended the Reznor No. 205 to the prudent ho wife. There are no fumes from the Reznor heaters, a strong guard serves as a protection from contac clothing. There is no mixer, consequently no possibi of "Lighting Back." They are neat looking and ca and give perfect combustion.



Second Annual Chicago Exhibit Has Representative List of Reservations

Plans for the Second Annual Exhibit of Glass, Pottery, Lamps and Housefurnishings, to be held at the Congress Hotel, Feb. 5-17, 1923, are forging ahead and present indications indicate that the show this next year will attract a much greater number of buyers than last year, when buyers for merchandise amounting to $5,000,000 were registered. The list of reservations for space up to date is as follows:

A

Aler Manufacturing Co. ..... Brooklyn, N. Y.
Arance Wood Turning Co. ..... Chicago
Aminum Cooking Utensil Co. ..... New Kensington, Pa.
Aminum Products Co. ..... LaGrange, Ill.
Aerican Clay Products Co. ..... Zanesville, O.

B

Baket Importing Co. ..... New York
Beaver Valley Glass Co. ..... Rochester, Pa.
Bellaire Enamel Co. ..... Bellaire, O.
Benjamin & Leipzig ..... New York
Berghoff Importing Co. ..... Chicago
Bing & Co., Ferd ..... New York
Borgfeldt & Co., Geo. ..... New York
Boston Manufacturing Co. ..... Chicago
Bowman Co., Geo. H. ..... Cleveland, O.
Brown-Reddrop ..... Cleveland, O.
Brush-McCoy Pottery Co. ..... Zanesville, O.
Buire Bros. Co. ..... Mt. Pleasant, Pa.
Buckeye Aluminum Co. ..... Wooster, O.

C

Canonsburg Pottery Co. ..... Canonsburg, Pa.
Carrollton Pottery Co. ..... Carrollton, O.
Central Cut Glass Co. ..... Chicago
Central Glass Works ..... Wheeling, W. Va.
Colonial Lamp & Fixture Wks. ..... Chicago
Continental Silver Co. ..... New York
Corning Glass Works ..... Corning
Crockery & Glass Journal ..... New York
Cronksville China Co. ..... Chicago

D

Deacon Manufacturing Co. ..... Chicago

E

East Liverpool Potteries Co. ..... East Liverpool ,O.
Ebling & Reuss ..... Philadelphia, Pa.

F

Faber Bros. ..... New York
Fink, J. B. ..... Chicago
Fostoria Glass Co. ..... Chicago
Friedman Metalware, Inc. ..... New York
Fry, H. C., Glass Co. ..... Rochester, Pa.

G

Gould & Co., L. ..... Chicago
Grunwald & Zenger ..... New York

H

Hamilton Ross Shade Factories ..... Chicago
Hazel-Atlas Glass Co. ..... Wheeling, W. Va.
Hein & Soukup ..... Chicago
Hoe, Michel ..... St. Louis, Mo.
Hodges & Co., Wm. ..... Philadelphia ,Pa.
Housefurnishing Journal ..... Chicago

I

Illinois Pure Aluminum Co. ..... Lemont
Illinois Speciality Co. ..... Tuscola
Irvinois China Co. ..... Syracuse, N. Y.

J

Jeannette Glass Co. ..... Jeannette, Pa.
Jefferson Co., The ..... Follansbee, W. Va.
Jennings Bros. Mfg. Co. ..... Bridgeport, Conn.
Jones Co., Ira A. ..... Chicago

K

K. O. Co. ..... New York
Kaufmanstein, M. ..... Brooklyn
Kaufman & Co., Frank M. ..... New York
Kerr & Co., Soy ..... New York
Kelly & Reasner ..... Chicago
Kirk & Co., Geo. C. ..... New York
Knapp Candle & Wax Co. ..... Syracuse, N. Y.
Kopf Marcus S. ..... Chicago
Kornerak Bros. ..... New York

L

Lacey, M. J. ..... Jefferson, Wis.
Land Dilks Co. ..... Richmond, Ind.
Lazarus & Rosenfeld ..... New York
Leyse Aluminum Co. ..... Kewaunee, Wis.
Lippincott Glass Co. ..... Alexandria, Ind.

M

McKee Glass Co. ..... Jeannette, Pa.
Maibrunn Co. ..... New York
Manning, Bowman & Co. ..... Chicago
Markman, F. X. ..... Chicago
Marks, M. M. ..... Chicago
Martin's Mercantile Co. ..... Chicago
Maryland Glass Co. ..... Cumberland, Md.
Massillon Aluminum Co. ..... Massillon, O.
Meder, E. M. ..... Chicago
Metal Arts Studios ..... Chicago
Mound City Glass Co. ..... Lumberport, W. Va.
Mueller, Wm. G. ..... New York
Mulvaney Art Studios ..... Chicago
Munising Woodenware Co ..... Piqua, O.
Mutual China Co. ..... Indianapolis, Ind.

N

National China Co. ..... Salineville, O.
National Pottery Co. ..... Roseville, O.
Newark Art Lamp Mfg. Co. ..... Newark, N. J.
Newton, E. W. & Associates ..... Chicago
Noe, Wm. R., & Son ..... New York
Northwood Co., H. ..... Wheeling, W. Va.

O

Ohio Pottery Co. ..... Zanesville, O.
Osborne Art Studios ..... Chicago
Owen, W. C. ..... Chicago

P

Paden City Pottery Co. ..... Paden City, W. Va.
Patrick, T. H ..... Chicago
Peru Basket Co. ..... Peru, Ind.
Pope-Gosser China Co. ..... Coshocton, O.
Porcelain Enameling Assn. ..... Chicago
Pyrex Sales Division, Corning Glass Wks. ..... Corning, N. Y.

R

Rainaud Co., H. E. ..... Meriden, Conn.
Redmon, W. C., Sons & Co. ..... Peru, Ind.
Regal Art Co. ..... Chicago
Republic Stamping & Enameling Co. ..... Chicago
Retherford, R. Milt. ..... Muncie, Ind.
Riviere Brass & Bronze Co. ..... New York
Rockford Peerless Furniture Co. ..... Rockford
Rome Mfg. Co. ..... Rome
Royal Art Glass Co. ..... New York
Royal Metal Mfg. Co. ..... Chicago

S

Sanitary Refrigerator Co. ..... Fond du Lac, Wis.
Saxon China Co. ..... Sebring, O.
Schlesinger, M., Inc. ..... New York
Schmidt Picture Frame Co. ..... Detroit, Mich.
Sebring Pottery Co. ..... Sebring, O.
Seneca Glass Co ..... Morgantown, W. Va.
Sherwood Bros. ..... New Brighton, Pa.
Simpson & Co., Lewis H. ..... Chicago
Smith Metal Arts Co. ..... Buffalo, N. Y.
Smith Phillips China Co. ..... East Liverpool, O.
Stadler Photographing Co. ..... Chicago
Steuben Sales Divn., Corning Glass Wks. ..... Corning, N. Y.
Steubenville Pottery Co. ..... Steubenville, O.
Straub, Paul H., & Co. ..... New York
Susquehanna Cut Glass Co. ..... Columbia, Pa.

T

Taiyo Trading Co. ..... Chicago
Thompson Pottery Co., C. C. ..... East Liverpool, O.
Tinker, F. B. ..... Chicago
Turchin Mfg. Novelty Co. ..... New York

U

Uhl Pottery Co. ..... Evansville, Ind.

W

Wellsville China Co. ..... Wellsville, O.
West & Sons, Geo. R. ..... Jeannette, Pa.

Z

Zanesville Stoneware Co. ..... Zanesville, O.

SECOND CHICAGO EXHIBIT

OF

GLASS, POTTERY, LAMPS AND HOUSEFURNISHINGS
FEB. 5th to 17th, 1923—CONGRESS HOTEL

Three hundred good lines occupying seven floors of the famous Congress Hotel. Buyers—make your plans *now* to come! Look over the lines shown below. Jot down in your memo book the ones you wish to see. Then set aside three or more consecutive days between February 5th and 17th, 1923, to be spent at the Second Chicago Exhibit. Do it now, before the selling rush of the Holidays forces you into an inadequate stock buying program for 1923. Together with many others to be added later, the following lines will be on display:

List of Exhibitors—1923 Exhibit Glass, Pottery, Lamps and Housefurnishings.

Adler Mfg. Co., Brooklyn, N. Y.
Advance Wood Turning Co., Chicago, Ill.
Aluminum Cooking Utensil Co., New Kensington, Pa.
Aluminum Products Co., LaGrange, Ill.
Aluminum Clay Products Co., Zanesville, Ohio.
American Woodenware Co., Manistee, Mich.
Art Industries, Inc., New York, N. Y.
Art Lighting Fixture Studios, Buffalo, N. Y.

Basket Importing Co., New York, N. Y.
Beaver Valley Glass Co., Rochester, Pa.
Bellaire Enamel Co., Bellaire, Ohio.
Benjamin & Leipzig, New York, N. Y.
Berghoff Importing Co., Chicago, Ill.
Bing & Co., Ferd., New York, N. Y.
Borgfeldt & Co., Geo., New York, N. Y.
Borin Mfg. Co., Chicago, Ill.
Bowman Co., Geo. H., Cleveland, Ohio.
Brown-Reddrop, Cleveland, Ohio.
Brush-McCoy Pottery Co., Zanesville, Ohio.
Bryce Bros. Co., Mt. Pleasant, Pa.
Buckeye Aluminum Co., Wooster, Ohio.

Canonsburg Pottery Co., Canonsburg, Pa.
Carrollton Pottery Co., Carrollton, Ohio.
Cassidy Co., Inc., New York, N. Y.
Central Cut Glass Co., Chicago, Ill.
Central Glass Works, Wheeling, W. Va.
Chicago Lamp & Fixture Works, Chicago, Ill.
Colonial Lamp & Fixture Works, Chicago, Ill.
Continental Silver Co., New York, N. Y.
Corning Glass Works, Corning, N. Y.
Crockery and Glass Journal, New York, N. Y.
Crooksville China Co., Chicago, Ill.
Crystalart Studios, New York, N. Y.

Daison Mfg. Co., Chicago, Ill.
Diamond Glassware Co., Indiana, Pa.

East Liverpool Potteries Co., East Liverpool, Ohio.
Ebeling & Reuss, Philadelphia, Pa.

Farber Bros., New York, N. Y.
Finn, J. B., Chicago, Ill.
Fostoria Glass Co., Chicago, Ill.
Friedman, Jos., Metalware, New York, N. Y.
Fry, H. C., Glass Co., Rochester, Pa.

Gould & Co., L., Chicago, Ill.
Graham & Zenger, New York, N. Y.

Hamilton Ross Shade Factories, Chicago, Ill.
Hazel-Atlas Glass Co., Wheeling, W. Va.
Helm & Soukup, Chicago, Ill.
Hesse, Michel, St. Louis, Mo.
Hocking Glass Co., Lancaster, Ohio.
Hodges & Co., Wm., Philadelphia, Pa.
Hopewell China Corporation, Hopewell, Ohio.
Housefurnshings Journal, Chicago, Ill.

Illinois Pure Aluminum Co., Lemont, Ill.
Illinois Specialty Co., Tuscola, Ill.
Imperial Glass Co., Bellaire, Ohio.
Indiana Aluminum Ware Co., Elkhart, Ind.
Indiana Glass Co., Dunkirk, Ind.
Iroquois China Co., Syracuse, N. Y.

Jeannette Glass Co., Jeannette, Pa.
Jefferson Co., Follansbee, W. Va.
Jennings Bros. Mfg. Co., Bridgeport, Conn.
Jones Co., Ira A., Chicago, Ill.

K. & O. Co., New York, N. Y.
Kamenstein, M., Brooklyn, N. Y.
Katz & Co., Frank M., New York, N. Y.
Kee & Co., Soy, New York, N. Y.
Kelly & Reasner, Chicago, Ill.
Kewaskum Aluminum Co., Kewaskum, Wis.
Kindt & Co., Geo., New York, N. Y.
Knapp Candle & Wax Co., Syracuse, N. Y.
Kopf, Marcus S., Chicago, Ill.
Koscherak Bros., New York, N. Y.

Lacey, M. J., Jefferson, Wis.
Land-Dilks Co., Richmond, Ind.
Lazarus & Rosenfeld, New York, N. Y.
Leyse Aluminum Co., Kewaunee, Wis.
Lippincott Glass Co., Alexandria, Ind.

McAnulty Co., The, Chicago, Ill.
McKee Glass Co., Jeannette, Pa.

Maibrunn Co., The, New York, N. Y.
Manning, Bowman & Co., Chicago, Ill.
Marion Glass Mfg. Co., Marion, Ohio.
Markman, F. K., Chicago, Ill.
Marks, M. M., Chicago, Ill.
Martin's Mercantile Co., Chicago, Ill.
Maryland Glass Co., Cumberland, Md.
Massillon Aluminum Co., Massillon, Ohio.
Meder, E. M., Chicago, Ill.
Metal Arts Studios, Chicago, Ill.
Minnemeyer, W. C.,
Moe-Bridges Co., Milwaukee, Wis.
Mound City Glass Co., Lumberport, W. Va.
Mueller, Wm. G., New York, N. Y.
Mulvaney Art Studios, Chicago, Ill.
Munising Woodenware Co., Piqua, Ohio.
Mutual China Co., Indianapolis, Ind.

National China Co., Salineville, Ohio.
National Pottery Co., Roseville, Ohio.
Newark Art Lamp Mfg. Co., Newark, N. J.
Newton & Associates, Earl W., Chicago, Ill.
Newton Co., Earl W., Bowling Green, Ohio.
Noe & Son, Wm. R., New York, N. Y.
Northwood Co., H., Wheeling, W. Va.

Ohio Pottery Co., Zanesville, Ohio.
Osborne Art Studios, Chicago, Ill.
Owen, W. C., Chicago, Ill.

Paden City Pottery Co., Paden City, W. Va.
Patrick, T. H., Chicago, Ill.
Peru Basket Co., Peru, Ind.
Pope-Cosser China Co., Coshocton, Ohio.
Porcelain Enameling Assn., Chicago, Ill.
Pyrex Sales Div., Corning Glass Works, Corning, N. Y.

Rainaud Co., H. E., Meriden, Conn.
Redmon, W. C., Sons & Co., Peru, Ind.
Regal Art Co., Chicago, Ill.
Republic Stamping & Enameling Co., Chicago, Ill.
Rutherford, R. Milt., Muncie, Ind.
Riviere Brass & Bronze Co., New York, N. Y.
Rockford Peerless Furniture Co., Rockford, Ill.
Rome Mfg. Co., Rome, N. Y.
Royal Art Glass Co., New York, N. Y.
Royal Metal Mfg. Co., Chicago, Ill.

Sanitary Refrigerator Co., Fond du Lac, Wis.
Saquoit Toilet Paper Co., Utica, N. Y.
Saxon China Co., Sebring, Ohio.
Schlesinger, M., Inc., New York, N. Y.
Schlueter Mfg. Co., St. Louis, Mo.
Schmidt Co., Hugo W., Detroit, Mich.
Schneider, J. A., Buffalo, N. Y.
Sebring Pottery Co., Sebring, Ohio.
Seneca Glass Co., Morgantown, W. Va.
Sherwood Bros., New Brighton, Pa.
Simpson & Co., Lewis H., Chicago, Ill.
Smith Metal Arts Co., Buffalo, N. Y.
Smith-Phillips China Co., East Liverpool, Ohio.
Stadler Photographing Co., Chicago, Ill.
Steuben Sales Div., Corning Glass Works, Corning, N. Y.
Steubenville Pottery Co., Steubenville, Ohio.
Straub & Co., Paul A., New York, N. Y.
Susquehanna Cut Glass Co., Columbia, Pa.

Taiyo Trading Co., Chicago, Ill.
Thompson Pottery Co., C. C., East Liverpool, Ohio.
Tinker, F. B., Chicago, Ill.
Turchin Mfg. Novelty Co., New York, N. Y.

Uhl Pottery Co., Evansville, Ind.

Venon, J. H., Inc., New York, N. Y.

Wellsville China Co., Wellsville, Ohio.
West & Sons, Geo. R., Jeannette, Pa.
West Bend Aluminum Co., West Bend, Wis.

Zanesville Stoneware Co., Zanesville, Ohio.

Manufacturers! For sixteen page prospectus giving full information regarding the Exhibit, write to Ira A. Jones, Secretary, Glass, Pottery, Lamps and Housefurnishings Association, 9 North Wabash Avenue, Chicago.

THE CHICAGO MARKET

By

J. H. Smythe. Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

MORE interest is being manifested in the holiday lines, on the part of the public, and consequently the retail stores are reporting better sales during the last few weeks. The opening of toy departments in most of the big stores on last Saturday, naturally brought a flood of women and children shoppers into the loop district. In the absence of plentiful supplies of domestic dinnerware, the foreign goods are receiving an unusually large amount of display space and in windows and on counters in the various stores.

Chicago's new illuminating glass factory, operated by the Inland Glass Co., will be ready for production early next year. Work is being rushed to bring the factory to completion at Clearing Industrial District, Chicago, where a large tract of land has been secured by the company. This section is located just outside of the southwestern limits of the City of Chicago. The company incorporated under the laws of Delaware and has a paid up capital of $750,000. President J. B. Weaver, formerly vice-president of the Pullman Co., is in charge of manufacturing. Other officers are E. M. Stevens, vice-president, formerly with the Street Lighting Equipment Co.; H. P. Wiers, secretary-treasurer; Fred W. Stewart, formerly with the Phoenix Glass Co., plant manager, and Ernest W. Fogel, also formerly with the Phoenix Glass Co., superintendent.

The buildings which are of the latest design and construction will include a main building 475 ft. x 190 ft. and smaller buildings for storage, warehousing and shipping purposes.

Furnaces, lehrs, etc., are being constructed by the H. L. Dixon Company of Pittsburgh and will be of the most modern type, the entire plant equipment, machinery, etc., representing the latest developments in the manufacture of glassware, labor saving devices of all kinds are being installed and the plant when completed will embody the most modern methods known in the manufacture of glass.

The Feingarten Art Co., formerly located at Bay City, Mich., manufacturers of candle sticks, and objects of art, have moved their factory and offices to Chicago, and are now located at 420 S. Dearborn Street.

Mr. Stetson, head of the Stetson China Co., returned to Chicago this week from East Liverpool, reporting no change in the pottery strike situation.

"Sam" Natkin, buyer for "The Fair," who will become associated with Mandel Brothers next year, returned this week from the East where he has been purchasing fresh stocks for "The Fair." Mr. Natkin has been asked by the owners of the store to pick the buyer who will succeed him as head of the crockery, glass and and lamp departments.

Dr. Carl Smith, head of an up-to-the-minute crockery and glassware establishment at El Paso, Texas, was in Chicago during the past week on a buying trip.

Charles H. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., spent some time during the past week in the Chicago office of his company in the State-Lake Building.

Frank B. Kurtz, manufacturers' agent, representing the N. O. Cederborg Co., returned to his Chicago office on Monday of last week after a selling trip through Iowa.

Among the buyers in the Chicago market during the past week were: E. Reichart of the M. L. Parker Co., Davenport, Ia.; M. Kaufman of the Z. L. White Co., Columbus, O.; Mr. Palmer of the Omaha Crockery Co., Omaha, Nebr.; William Theophile of Jas. Spiess Co., Elgin, Ill.; Leo Arnstein of Ed. Schuster Co., Milwaukee; W. A. French of W. A. French Co., Minneapolis; Andrew Moser of the Boston Store, Milwaukee, and M. Deisel of the M. Deisel Co., Elkhart, Ind.

The new building of the M. L. Parker Co., Davenport, is expected to be ready by the first of February. This will give the company one of the biggest department stores in Iowa, according to E. Reichart, buyer, in Chicago last week.

D. Saunders Co., for many years a factor in the Chicago glassware trade, but inactive during the past year, has returned to the trade, with Elmer Saunders in charge of the business. The company will represent the Wheeling Decorating Co., and the Cataract-Sharpe Mfg. Co. Display will be maintained in room 201 Shops Building.

The midwestern representation of the Roseville Pottery Co., will undergo some changes the first of the coming year. Mr. John Kennedy, who has been covering the northwest, working out of Milwaukee, will take on the territory formerly covered by Mr. Clements, sales manager of the company, in addition to his present territory. This will bring Mr. Kennedy into the Chicago and middle western territory. Mr. Clements will continue to direct the sales of the company, returning to the main office for this purpose.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

A few words in this space will bring in many dollars

Phone Wabash 860

THE HAEGER POTTERIES, Inc.
Pottery of Distinction
Dundee, Illinois
Chicago display with
W. C. OWEN
17 No. Wabash Ave.

FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lin

HELM & SOUKUP
Factory Representatives. Importe and Domestic Table and Illumina ing Glassware.

KELLY & REASNER
Representing McKee Glass Co Eagle Mfg. Co.; Indiana Glass Co Lippincott Glass Co.; N. Nortl wood Co.; Mound City Glass Co D. C. Jenkins Glass Co., and Ge R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sale Copper and nickel plated war Phone Central 3240.

E. M. MEDER
Manufacturers' Representative sel ing dinnerware, glassware, lamp willow-ware, nickel, copper a silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass C Fenton Art Glass Co., Huntingt Tumbler Co., New Martinsvil Glass Mfg. Co., and H. R. Wyl China Co.

Note—Concerns wishing to secu space in this building for display pu poses should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258



CHICAGO

READY TO SERVE
BUYERS OF
CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
T. Renshaw, Chicago Representative

UR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

CHICAGO

Visit the
2nd Annual Exhibit
of
GLASS, POTTERY
LAMPS AND
HOUSEFURNISHINGS
at the
CONGRESS HOTEL
Feb. 5-17, 1923

More than 300 lines were on exhibit last year and over 1500 buyers were in attendance. An event no buyer can afford to miss.

Ira A. Jones Co.
9 North Wabash Avenue
Chicago

REPRESENTING
Pope-Gosser China Co.
Seneca Glass Co.
Susquehanna Cut Glass Co.
The H. E. Rainaud Lamp Co.
Shepherd Co.
Wood-Art Co.
Evanridge Pottery

IE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

DARRAH & CONWAY CUT GLASS CO.

6N. Michigan Ave., Chicago
ight cut stemware and tumblers.
Room 1206 Towers Bldg.
Telephone State, 7263

JOYCE ART STUDIO

Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
Phone Austin 1500
5006 WASHINGTON BLVD.

TO LET
Why not Move In?
Rent at Pre-War Level

Vile in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
Ve are prepared to make immediate shipments.

FOSTORIA GLASS CO.

Chicago Display, 806-7-8 Masonic Temple

Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.

Harry G. Dalzell
Phone
Central 3497.

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046



W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Salesmen for 1923, having a thorough knowledge of the china and earthenware lines. Territory South, Southwest and East. Preference to those having an established trade. Salary and commission. In reply give full outline of recent experience. Fisher, Bruce & Co., Philadelphia, Pa.

WELL KNOWN FIRM of manufacturers agents needs a "live wire" salesman to cover Pennsylvania for them for the coming year. Man engaged must be experienced in both domestic and imported lines of china and glassware. Address Box 221, care CROCKERY AND GLASS JOURNAL.

WANTED—Young man to call on local China Glassware Trade. One with experience preferred. Splendid opening for right party. Address Box 222, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

MAN of unusual experience in selling china, earthenware and hotelware ,established reputation as a producer, will consider proposition from first class house from January 1, 1923, to travel New York, Pennsylvania, the New England States, as well as Baltimore and Washington. Unquestionable references. Address Box 218, care CROCKERY & GLASS JOURNAL.

AGGRESSIVE YOUNG SALESMAN at present connected with New York office of well known glass manufacturer wishes to engage with a china or glassware house, as traveling representative or city salesman. Is open for engagement January 1st. References as to ability and character. Address Box 220, care CROCKERY AND GLASS JOURNAL.

Some Fine Numbers

(*Continued from page 21*)

have all the richness and depth of coloring of the finest hand painted ware treatments. Another distinctive decoration in the same line is a fleur de lis design in various shades of blue which shows up wonderfully well on the yellow lustre ground. The items include vases in a wide range of sizes, the larger ones being particularly attractive for lamp mounting, and jardiniers. While exhibiting the appearance of expensive wares this attractive line is very attractively priced.

Buyers in New York

(*Continued from page 16*)

W. Oddie, china and housefurnishings, Griggs Co., Cleveland, Ohio, 4 West 22nd St.

C. Green, mdse. manager, La Salle & Koch, Toledo, Ohio, 225 Fifth Ave., Retail Research.

C. J. Robinson, china and glassware, Jordan Marsh Co., Boston, Mass., 432 Fourth Ave.

Mrs. H. L. Boughton, general mdse., H. L. Boughton Store, Catskill, N. Y., Bristol.

J. Buchanan, dolls and toys, Buchanan & Brown, Lancaster, Pa., 366 Fifth Ave. (Allied Stores Co.).

C. G. Laucht, lamps, McCurdy Co., Rochester, N. Y., 1170 Broadway (Morgan & Ahrens).

Business Briefs

The F. W. Woolworth Co. have secured a long term lease on the store occupied by McNair Co., Main Street, Helena, Mont., and plan to remodel the entire premises for a 5-and-10 cent store. By a recent change in policy, the customary red front has been abandoned and the store front will be in California granite stone.

Howard Lunn, formerly associated with McL department store, Bangor, Me., has opened a house nishing store adjoining the David Anderson candy s carrying a complete line of kitchen furnishings enameled wares.

The M. L. Parker Co., Davenport, Ia., will not m into its new store now being constructed at Second Brady Streets until after the holidays. According the announcement but five floors will be ready by Dec ber 1, hence the postponement until the new year.

The United 1c to 99c Stores, operated by Maurice Creem, who operated three other stores in Lowell, M Nashua, N. H., and Rumford, Me., is doubling his p ent floor space in the Lowell store, which will in fu be under the management of Walter Scott.

Announcement is made of a change in managemen the Foster Merriam & Co. plant at Meriden, Conn., established in the furniture hardware line. Harold Boardman and Nelson C. Johnson have been elected p ident and treasurer, taking the places of Reginald W. lard and John A. Ross. Mr. Boardman is a relativ the late Albert Foster, who founded the business al eighty years ago, and Mr. Johnson has been with company about twenty years.

Hugh More, Newark, Ark., has opened a variety s in the new brick business block recently completed.

Crossfield's Variety Store, Murphysboro, Ill., i opened for business, specializing in 5-, 10- and 25- goods, with a few higher.

The Susanna Tapson Co., New York City, has b incorporated to manufacture lamp shades. Ca $40,000; incorporators, S. Tapson, I. G. Doosevage A. J. Granick. Attorney, J. Bernstein, 233 Broad New York City.

The new McCrory 5- and 10-cent store recently op on Fulton street, Brooklyn, N. Y., is reputed to be largest five and ten in the world. J. Reinhardt is manager.

The Sweeper Vac Appliance Co., Worcester, Mas has been incorporated with a capital of $25,000 to m facture and deal in household appliances. Incorporator Henry H. Wright, C. L. Wright, H. R. King and W Chandler, all of Worcester, Mass.

Burl Grubb, Liberty, Ill., has purchased a half int in the new Campbell Variety Store.

ESTABLISHED IN 1874

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Crockery and Glass Journal

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AS THE EDITOR SEES IT

MARKING GOODS AT REPLACEMENT OR COST—WHICH?

A GOOD many merchants appear in doubt as to which is the best way to mark their goods. Now that prices are on the uptrend, a good many would ke to raise their prices with the advances of manufac- rs and wholesalers. In theory this way of marking od s would seem to automatically take care of the sp ead" between production and consumption figures. u here is a practical side to this question and without el ng too deep in business economics, we may say that he ractical side and the theoretical side do not agree. Th is pretty well shown in the late period of inflation, h retailers advanced prices as all producers did. At is rying time, a good deal of advice was handed out to he etailers—a generous measure coming from govern- eral sources. This advice was to the effect that the re- ail should be content with his regular profit on the ric paid for his goods, and not to seek to gain a specu- ti profit.

FOR some time the question was argued. But prices instead of going up, started to go down. Marking oo on replacement value took on a new aspect. Instead f t ng this practical and business base, it seemed more esi ble to base the retail profit on the cost of the goods. g od many merchants who tried to follow this out, in he nd were obliged to go back to the replacement as This experience in speculating in merchandise, lea y demonstrated that the loss occasioned by attempt- ng follow the market, was unavoidable.

NOW, if it is good business for a merchant to accept oo losses on a falling market, why is it not equally business for the merchant to profit by an advancing market? It is, but the bad effects of speculating in merchandise is not corrected by this double barrel method. The best answer to this speculation business is—don't speculate but mark your goods at replacement value. The only sound business stand to take is to face every situation squarely. If the retailer decides to mark up his goods to replacement value, he should take the public into his confidence. Through his advertising, he should clearly present his case. This can be done if the explanation is well presented—truthfully and with sincerity. Otherwise, otherwise.

MARKING goods at replacement value is the only good business method of figuring merchandising profits. By the continuous buying of goods at every step in price advancement—by speculating in merchandise, prices are quickly boosted. This was true of the period of inflation and it will always remain so. If a merchant is in business for a short time, this speculation business may be made profitable, like speculation in Wall Street, providing you win and not lose. But with large stocks on hand as the result of this speculative buying, it is pretty hard to unload, as a good many stores know to their loss who have tried it. Speculation does not pay in retail merchandising. The retailer who only takes a legitimate business risk profits best. A merchant gives service to the public for a fair profit. Speculation in merchandise boosts prices. Higher prices are not big sales builders and as the public buys freely only when prices are comparatively low, every merchant should be interested in trying to keep prices down. We believe this is an understandable answer to this important question and why you should mark goods at replacement value.

Buying Stock on the Budget Plan Has Many Good Points to Recommend It

Modern Methods of Merchandising Under the Spur of Keen Competition, No Longer Make Use of Extensive Broadcast Buying, but Show Trend Toward Placing Orders With Fewer Houses Than in Past, as Budget Plan Grows in Favor

THE foundation stones of a successful store today are laid on certain fundamental principles and the corner stone of every retail enterprise is good buying, close buying and buying stock which will afford the quickest turnover. To accomplish this, the budget plan of buying stock has many points to recommend it. It encompasses the sound principles of successful selling and as it is the neglect of these fundamentals which form one of the chief reasons why many fail to make an unqualified success of retail distribution, the suggestions which follow are certainly worth consideration.

One of the outstanding mistakes many merchants with limited capital have made is that they buy from too many houses, says a well known merchandising manager. The result is that they have a variety of miscellaneous merchandise on hand, with no complete stocks of anything. This is largely the result of overbuying caused by the yielding of the retailer to the wiles of some glib salesman, who loads him up with merchandise that the salesman probably knows he cannot sell. You may doubt that this is often done, but in my experience I have come across retailers who did not even know the total of their purchases. This makes for a condition in which serious loss and even bankruptcy is a threatening factor. The point for the retailer to bear in mind, it seems to me, is that he should confine his purchases to as few manufacturers and wholesalers as possible, the higher grade they are the better. Then if anything goes wrong the merchant can depend on assistance to carry him through if his condition warrants.

Another mistake many retailers make is the placing of all their merchandise when received on display immediately, instead of putting a part of it on display at once and using the balance as "sweeteners" to add freshness to the stocks from time to time by filling in gaps where the original merchandise has been sold. You know even salesmen themselves get tired of looking at the same merchandise day in and day out, and there are mighty few of them who can stimulate interest after they have gotten tired of seeing the same stocks. This is an important psychological factor in connection with making a sale, for if the salesman shows lack of interest, how must the customer feel? Very often the customer comes in for a small article, and he cannot help but notice that the stocks never are varied or fresh and consequently he figures that store is no place for him to do his buying.

In one instance that came under my influence I had the entire six display tables of dinnerware and fancy lines, which constituted the store's entire supply, placed back in the stock room and then had some clerk other than the one who had done it before replace one-third of the amount back on the tables, and this was kept rotating frequently. The results were very good, and the idea was carried out in other articles, such as lamps and house wares.

One of the best methods of keeping stocks lookin fresh, we have found, is the budget system of purchase We are advocating this to all the retailers we come int contact with, and through trade associations we hav many thousands of names of merchants on file. Th majority of these have supplemented this information b signed financial statements, which are often voluntaril given. These statements indicate the condition of stoc and the exact status of the business at the moment. The together with a list of the sources from whom goods a bought, give us a fairly clear idea as to the conduct of th business and the character of the merchandise.

When these reports are gone over and we find that th buying seems to be ill-balanced and an unsystemat course is being followed, we communicate with the r tailer and suggest that the budget plan be used. In i essence, this plan enables merchants to buy intelligent with a definite knowledge of their requirements, so as prevent the accumulation of surplus stocks that w eventually comprise unsalable merchandise.

Very often, under the more or less haphazard buyin of many retailers, new stocks are secured to "sweeten the old stocks. The "sweeteners" may sell, but the o stocks stick and keep accumulating, and finally are di ficult to get rid of even at cost. But, under the budg system, wants are determined by the sales by month during the previous season.

The way the budget plan operates is simplicity itse The total volume of merchandise purchased during t corresponding month of the previous year is taken as basis. This total is divided up into the respective amount required for the major selling articles, comprising dinn ware, lamps and housefurnishings and miscellaneous me chandise. The retailer will have to figure what percenta each of these items bears to the total, and then orde accordingly. This can be done for each month in succession, and its operation will enable the retailer to place h orders sufficiently far in advance so that he will co stantly keep getting merchandise that will keep his stock new and fresh.

As an example of how the plan operates, I might gi the actual budget of a large, well-known store of mo

rate size in a mid-west city. On July last this concern napped out its budget for the following six months, based n the previous year. It was determined that the total inimum business to be expected for this period, based n the similar one in the previous year was $84,000. his was apportioned off by months into $14,000 for ugust, $12,000 for September, $15,000 for October, 18,000 for November and $25,000 for December.

These totals for the respective months were then subivided as already indicated, into cost allowances for the arious major articles of merchandise.

The point is also well taken that a retailer who does a usiness of about $100,000 annually should never carry, n the average, stocks worth over $25,000.

If retailers will follow this method they will find they o not have to offer sales at mark-downs, at least not ore than twice a year, instead of every week, as some o. Such sales of odds and ends have lost their atraction for the consumer, in any event, for the customer s now aware that the merchandise that is offered is sually below par. I have known of instances where usiness actually dropped off during these sales.

But the main point of the retailer to remember is that tocks must be kept fresh. This is the fundamental prinple of successful retailing of good merchandise, but with ome it is more honored in the breach than in the obervance.

New Rules on Marking Imported Glassware

New rules governing the marking of imported glassare were announced at the United States Appraisers' tores here last week. Recently it was decided that all lassware could be entered, as has been the practice for number of years, with a paper label attached denoting ie country of origin. This has now been limited to ome extent so as to cover all transparent or translucent lassware, such as fancy and table ware. All articles of on-transparent, colored or cased glassware must be ched or acid stamped. Containers of all glassware must e marked, as well as the article itself, with the exception f glass prisms and glass chandeliers.

Exports of Glassware

OMESTIC EXPORTS FROM THE UNITED STATES BY COUNTRIES FOR AUGUST, 1922

Exports of glassware for the month of September show decrease in value over the month of August, the dease in table glassware amounting to $214,883, while mps and illuminating glassware (excepting globes and ades) show an increase of $7,233. Figures for the onth by countries, excluding chemical glassware, folw:

	Table glassware plain	Table glassware cut or engraved	Lamp chimney lantern globes	Lamps & other illuminating glass
aly	—	100	—	—
etherlands	—	—	—	53
ussia in Europe	32	—	—	—
ngland	23,407	2,028	34	1,454
otland	2,031	—	—	—
Ireland	681	—	—	—
Canada—				
Maritime Province	1,616	377	35	283
Quebec & Ontario	19,126	6,247	1,164	12,214
Prairie Province	3,310	1,530	3,118	1,954
Brit. Col. & Yukon	940	279	64	682
Brit. Honduras	106	—	28	15
Costa Rica	401	—	34	30
Guatemala	687	184	59	116
Honduras	1,299	—	54	514
Nicaragua	144	—	72	74
Panama	1,352	122	368	406
Salvador	—	—	10	—
Mexico	12,671	747	2,480	1,971
Miquelon & St. Pierre	61	—	15	—
Newfoundland & Lab.	236	65	149	54
Bermuda	754	—	51	38
Barbados	50	13	444	79
Jamaica	229	—	189	382
Trinidad and Tob.	596	—	26	75
Other Brit. W. Indies	334	24	100	150
Cuba	21,119	107	4,810	379
Dominican Rep.	380	—	58	—
Dutch W. Indies	20	—	48	15
French West Indies	8	—	19	—
Haiti	467	58	192	253
Virgin Is. of U. S.	253	39	39	9
Argentina	16,408	—	190	12
Bolivia	807	—	—	—
Brazil	767	900	246	477
Chile	—	545	—	—
Colombia	3,312	—	285	323
Ecuador	271	—	631	82
British Guiana	40	114	136	118
Dutch Guiana	—	—	—	176
Peru	689	—	481	—
Uruguay	—	—	—	39
Venezuela	2,076	—	38	391
British India	373	177	6,053	456
Ceylon	—	—	22	—
Straits Settlements	—	—	29	133
Other Brit. E. Indies	—	—	40	—
China	798	298	—	18
Hongkong	448	—	—	—
Japan	761	150	329	119
Philippine Islands	1,713	—	65	—
Russia in Asia	—	—	—	15
Siam	—	—	5	—
Australia	10,713	1,126	3,791	2,076
British Oceania	—	—	17	225
French Oceania	88	96	73	42
New Zealand	4,715	989	169	316
Other Oceania	—	—	—	60
British W. Africa	—	—	258	731
British So. Africa	2,190	38	541	481
British E. Africa	—	—	—	26
Egypt	56	—	92	—
Other French Africa	—	—	89	214
Portuguese E. Africa	12	—	—	123
Total	138 547	16,353	27,240	27,853

Lasalle & Koch Have Model Gift Shop

Considering the space it occupies, the gift shop department which has been recently opened on the seventh floor of the Lasalle & Koch Co., Toledo, O., is of more than usual interest. It adjoins the general offices, so customers coming to pay their bills are attracted by the beautiful display of china, art goods, fancy glassware, etc. The gift shop adjoins the art goods department and occupies a space of about 2,000 square feet, carpeted in taupe with circular tables and other fittings in dark mahogany. Every attractive aid to enable customers to select gifts is provided, and a special service feature of packing the gift to create the best impression is one of the novel and much apreciated aids. Gifts are wrapped in tissue paper and tied with corn-color ribbon. This new department, which has been initiated by Alfred B. Koch, sets a new mark in gift shop departments.

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

CAUGHT IN THE NEWS NET

THE salesroom of Herbert & Neuwirth, Inc., 25 West 23rd Street, is in the hands of a corps of workmen, undergoing extensive alterations in preparation for 1923 business. The capacity of the street floor salesroom is being greatly increased by the addition of a spacious balcony, extending over the rear of the room, which will give the concern the needed space, in which to show their greatly enlarged lamp line. In order to make room for the balcony it was necessary to raise the ceiling several feet. The concern has also doubled the capacity of their shade factory, which will enable them to cope more advantageously with their greatly increased business in this department. The changes mentioned will also give the firm the room to make a more attractive display of their pottery and glassware lines.

Ernest Johnson of Johnson Bros., Ltd., the well known pottery manufacturing concern of England, who had been in this country since the first week in October, on a special business trip to confer with Geo. B. Jones, American manager for the firm, sailed for home aboard the Mauretania on Tuesday, together with Mrs. Johnson, who accompanied him on the trip. While here Messrs. Johnson and Jones made a trip west, visiting the principal points through this territory as far as Omaha. The former also visited the Canadian trade while here with George Higginson, assistant to Mr. Jones at the firm's New York office. This was Mr. Johnson's first trip to America in a number of years and he said that he had thoroughly enjoyed meeting his friends here, many of whom were warm friends of his father before him.

Charles A. Postley & Son are already preparing for a very active year in 1923, by leasing an additional room adjoining their present salesroom on the fourth floor of the Bartholdi Building, 2 East 23rd St.

J. E. Lewis, formerly housefurnishing buyer for Carson, Pirie & Scott, Chicago, and later Chicago representative for the John Bing Co., has been engaged as manager of the housefurnishings department of Mandel Bros., of the above city. Mr. Lewis is a very capable buyer and his choice for this position would seem to be a wise selection on the part of the firm.

C. L. Weddle, of the New York office of the Fostoria Glass Co., is rejoicing at the arrival of a fine bouncing boy at his home in Brooklyn last week.

Walter B. Kerr, president of the Iroquois China Co., Syracuse, N. Y., spent the greater part of this week in New York, primarily to take up special matters pertaining to the local market with the factory's New Y representative, D. King Irwin. The latter is also p paring to spend the week end on a visit to the plant.

W. S. George, head of the W. S. George Pottery C East Palestine, O., and Willard C. George and Artl Shaw, President and Secretary respectively of the C onsburg Pottery Co., Canonsburg, Pa., were visitors New York the latter part of last week, conferring w their New York representative, H. Benedikt.

Harold F. Norton who has been connected with New York office of the Libbey Glass Mfg. Co. as ass ant salesman to local manager Kenneth P. Lockitt, join the sales staff of the well known importer, Edw B. Dickinson, Inc., on December 1st.

Eugene Fondeville, of A. J. Fondeville & Co., sa last Saturday aboard the Majestic for a short visit to factories in France and England that are represented his firm in this country

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Some of the older members of the trade will be terested in hearing of Wm. H. Arnold, who was many years connected with Frank Haviland as salesm Mr. Arnold is now engaged in the occupation of chic farming and the raising of produce at his farm Patchogue, L. I., which he purchased last September. has been exceedingly successful in his venture, and next to selling china it is the most congenial work he ever done. It might also be mentioned in conjunc with the above, that he also owns the Socony gaso station at Merrick Road and West Main St., Patcho

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William J. Mooney, who has been assistant buye Lee Moses, with Frederick Loeser & Co., Brooklyn, the past year, has been engaged in the same capacity Abraham & Straus, as assistant to Langley Hawthorn. assumes his position with the latter firm on December

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Buyers in New York

NOVEMBER 23, 1922.

L. Goldenberg, mdse. manager, Goldenberg Bros., Baltim Md., Martinique.

C. W. Benzow, toys, Wm. Hengerer & Co., Buffalo, N. Y West 39th Street.

J. Levan, housefurnishings and toys, Weber Dept. Stores Chicago, Ill., McAlpin.

J. Harris, china, Kaufman Dept. Store, Pittsburgh, Pa., Broadway (M. A. McNulta.)

W. W. Taylor, housefurnishings, D. M. Read Co., Bridgo Conn., 404 4th Avenue, care D. G. Alliance.

J. L. Tapp, general mdse., J. L. Tapp Co., Columbia, S. C. perial.

(*Continued on page* 30)

John Nixon Killed by Train

Trade Shocked at News of Death of Veteran Glass Man. Was Injured Six Years Ago on Same Tracks

FLASHED from one to another, as if by wireless, the news of the death of John Nixon, for many years New York manager for the Fostoria Glass o Moundsville, W. Va., spread throughout the local a with such lightning-like rapidity, that it was not o than an hour after the sad accident, which caused s eath at the railroad station, at East Orange, N. J., s Thursday morning, that every one apparently had ea l of it. But it seemed almost unbelievable that it ou be true.

Fs wide circle of friends were shocked and deeply ri ed beyond words; in ac few men in the trade av gone to the Great ey nd, whose passing has ee more generally o ned than Mr. Nixon's. Ee was the very essence f l that was kind, sym- at tic and generous and ar gh a life that had for s otto the Golden Rule, e d endeared himself to ot young and old. He as ne of the founders of he ottery, Glass & Brass al men's Association and ad lways been one of the rg ization's most ardent ip orters. Untiring at all m as he was in any o connected with its ac- vi s, he will indeed be ad missed. He was in- re ed in anything per- in g to the advancement f e trade, in fact, he as levoted to any cause or od.



John Nixon

C the morning he was ill , he was waiting for the 8:36 train for New York, nd with a score of others, crossed the track to board o the north, or wrong side, which seems to have been re ular custom with commuters at this station, in order o a id the crowds that boarded the cars from the station de Apparently Mr. Nixon did not realize that the rai was so close to him and was struck in the back and ie almost instantly. A singular coincidence was that e as struck by a train at this station six years ago, nd circumstances that were almost the same, except e s coming home from New York. At that time he sca ed with being badly bruised and having one of his ng s cut off.

Mr. Nixon was born at Longton, Staffordshire, England, on January 3rd, 1851. He came to Canada in the early eighties where he gained his first experience as a salesman, with a Montreal jobbing house. He often related to his friends how he used to travel in a sleigh in those days, with his trunks loaded on the back. After a short time in Canada, he came to New York where he engaged with the old firm of Thompson & Lyons, wholesalers and importers of china at 60 Barclay Street, where he remained for about four years. Joseph Hurd, now with the Wm. S. Pitcairn Corp., was also connected with the same concern at the time and it was there that a friendship was cemented between him and Mr. Nixon, that lasted throughout the many succeeding years.

From this connection, Mr. Nixon next became a manufacturers' agent in 1888 at 96 Church Street, where he represented the Fostoria Glass Co. and a dinnerware factory. A few years later he removed to 66 West Broadway, at which time he discontinued his line of china and became the New York representative for the Fostoria Glass Co. exclusively.

He made friends readily in the trade and soon established himself as one of the leading figures among the glass factory representatives in the city. He remained at the same address on West Broadway until about four years ago when the Fostoria salesroom was removed to 141 Fifth Avenue, where it has since been located. A side light on the simplicity of the character of Mr. Nixon, which was one of his great charms, may be seen in an incident in connection with his removal uptown, to much finer quarters. Here he had a private office furnished in a style befitting the new salesroom, but Mr. Nixon never felt quite at home in it and preferred his old roll top desk in the outside office, where he could see and talk to everybody that came in.

Mr. Nixon was married in 1887 and his wife died in 1912, since when he had maintained the family home at

(Continued on page 19)

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHAT THE POTTERIES ARE DOING

By
M. K. ZIMERMAN, REPRESENTATIVE

COMPARED with previous shipping records at this season of the year, this pottery district is forwarding a very small amount of dinnerware, and the situation is all due to the strike in the generalware branch of the industry. True, an occasional car is being packed, and a cask or two here and there or a barrel here and there, but when former records are compared with the present situation, a woeful picture is presented.

When will the generalware potteries resume? The query is being asked by all interested in the trade, from the buyer, jobber, agency man down to some of the workers. Be it said at this writing, no one knows.

Many letters of inquiry are being received by the manufacturers here seeking information as to the probable time when production will be resumed. At the same time, the manufacturers are receiving orders for shipment "when can." Some unfilled orders have been cancelled, but others have been received from the same houses to take their place. There are many orders on the files of the manufacturers, but when production will be resumed, and shipments started, none can tell just now.

"We can handle a whole lot of business," declares Fred Eardley, of the Eardley Photographic Co., which concern handles over 75 per cent of the photographic work for the potteries in this district. When the strike became operative, the commercial photographic business was "shot." Clay salesmen say the same thing, so far as the generalware potteries are concerned, and the coopers have mighty little business on hand.

From Falls Creek, Pa., comes the report that the Jackson China Co., is in active production. The company has established a number of distributing agencies throughout the country.

Cecil E. Taylor, eastern salesman for the Taylor, Smith & Taylor Co., is spending a season at the factory office.

Samuel J. Natkin, buyer of dinnerware for the Fair, Chicago, has returned there from a hurried visit to the local market.

Strike Situation Continues Unchanged

There has been absolutely no change in the strike in the generalware industry since the first fortnight of the strike, Oct. 1. In the sanitary branch of the industry, there has been some "kicking over the traces" as one worker has put it, some sanitary potters at Chillicothe, O. and Lambertville, N. J., "dropping out" of the National Brotherhood of Operative Potters and accepting work wages offered by the manufacturers.

Nothing of the kind has been made a matter of reco in the generalware industry. Salaried employes of so of the generalware potteries in this district are packi those shipments now going forward.

No suggestions have been advanced by the Labor Co mittee of the United States Potters' Association to t Executive Committee of the National Brotherhood Operative Potters that discussions over the wage sc resume. Although there have been some street rum to this effect, it is but to recall that W. E. Wells, cha man of the Labor Committee of the Potters' Associati is now at Pinehurst, N. C., taking part in the Carol match tournament, and that no meeting of the Lab Committee has been held.

At this writing, it is about a "100 to 1 shot" that generalware potteries will not resume operations dur 1922. There may be over-night changes in the situati as is likely to occur in all big issues, but as this is be written, clouds are still observed in the generalware p tery sky.

Conversations with pottery workers bring out the vi that "because of the advance in living costs, we'll st out for our increase of seven per cent." And then t statement comes from one of the employers: "Wh wages in other industries have been advanced, it i matter of record, that these industries reduced wa when the pottery workers even in 1921 were receiv top-notch wages. Cuts in wages in other industries w rather deep during 1920 and 1921, and now that th industries are advancing wages, the advances do bring the wage scale up to the peak paid in the pott industry."

Here the views of both sides are presented.

Information has been received by local pottery ma facturers that a new system of chain department st is to be started by the Holzworth Co., which has b incorporated under Delaware laws with a capital st of $10,000,000. Merchandise selling from five cent to $1 will be featured. Seventeen stores will be opened by the new company very soon, it is said. Edward C. Hz worth, president and general manager of the new c poration, was formerly vice president and general m ager of Steel's Department Stores Inc. Offices h been established in the White Building, Buffalo, N. Y

Bureau of Standards Report on Tests

Concerning the investigations of specimens of Am can china bodies, the Bureau of Standards at Wash ton has issued the following bulletin:

"The testing of specimens of vitreous china bodies ade and fired in the feactories has been completed. ecimens for the determination of porosity, transverse rength, compressive strength, and resistance to impact ve been made from 11 commercial bodies fired at cones 8, 10, 12, and 14. With the exception of the compres- on test, all of this work has been completed.

John Nixon Killed

(*Continued from page* 17)

3 Beech Street, East Orange, N. J., where his children ed with him.

He is survived by two daughters, A. Kathleen and rah A., and two sons, John H. and George E.

The funeral which was held at his late home last Sat- day afternoon at 3:30, was attended by an unusually rge delegation of his friends in the trade, which ex- essed more forcibly than words how generally be- ved he was by his associates in the business.

Among those present were: C. B. Roe, vice-president d general manager, and A. C. Scroggins, secretary and easurer, of the Fostoria Glass Co., C. L. Weddle and iss Adele Sondergeld, assistants to Mr. Nixon at the ncern's New York office, and Joseph Tompkinson, nager of the company's Philadelphia office. Other embers of the trade who attended were: John Plum- er, J. K. Wilson, C. T. Woolley, Chas. Hass, E. Tor- ting, J. J. Hines, John Leyland, Jos. Tharaud, Jos. F. Gorman, J. Meredeth Miller, Howard R. Handy, arence Young, A. H. Hays, Harry Seixas, L. D. Seixas, m. S. Pitcairn, Gilbert Pitcairn, Geo. Mackey, Henry itte, Harry Merrielees, A. G. Menzies, Fred Jones, . S. Creveling Wm. S. Anthes, Wm. Dougherty, A. P. ctor, Geo Lobsitz, Chas Weidemann, C. H. Taylor, m. Albert, Jos. Hurd, Oscar Koppel, Wm. L. Ray, . Q. Wilcox, D. King Irwin, John Davison, Walter owles, G. McCartney, Lee Schoenthal, H. L. Bunker, o. E. Sherman, L. S. Owen, L. S. Hinman, W. Hammond, H. P. Muirheid, W. E. Doctor, W. we, Miss Jeanette Ward and F. Calvin Demarest.

nterment was made Sunday in the family plot at ngston, Ontario, Canada.

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mmediately upon receiving word of the death of Mr. xon, L. S. Owen, Secretary of the Salesmen's Associa- n, called a special meeting of the Board of Manage- nt for Friday noon for the purpose of taking appro- ate action. This meeting was not only attended by the rd, but many others as well.

Besides the president of the Association, Lee Schoen- l, who presided, there were Vice-President E. W. mmond, L. D. Seixas, who had served side by side h Mr. Nixon on the Board of Management since the anization was founded, and Geo. Hamilton, treasurer, o had also spent many years on the board with him. ere were also present W. E. Doctor, W. Q. Wilcox, King Irwin, W. S. Anthes, Wm. S Pitcairn, Julius senfeld, H. R. Handy, Justin Tharaud, J. Meredith Miller, Fernand Desmaison, Fred Brey, Joseph Hurd, E. Torlotting and F. Calvin Demarest.

Mr. Schoenthal, in calling the meeting to order, spoke most feelingly of the sad incident that was responsible for calling the members together and paid high tribute to Mr. Nixon's great loyalty to the organization. He said that while he had not known Mr. Nixon for the extended period that some of the others had, he felt that none could have known him better, and said that his devotion to the association had been a source of inspiration to him, and his one regret was that he could not have ended his term as president with John Nixon a member of the board.

Mr. Schoenthal then called upon L. D. Seixas and Jos. Hurd, both of whom had known Mr. Nixon for over forty years. Then Wm. S. Pitcairn, J. Meredith Miller, D. King Irwin, E. W. Hammond, Geo. Hamilton, E. Torlotting, Fred Brey, W. E. Doctor, L. S. Owen, Wm. S. Anthes, W. Q. Wilcox, Howard R. Handy and F. Calvin Demarest; in fact before the meeting had ended every one present had spoken of the high esteem in which he had held Mr. Nixon and of how much his friendship had meant to him. A more touching tribute could not be paid than was expressed by this little gathering. Some expressed themselves in more eloquent terms than others, but all were equally sincere and heartfelt.

A motion was made to draw up a resolution on the death of Mr. Nixon, to be spread upon the minutes of the meeting and a copy sent to the family of the deceased. Wm. S. Pitcairn, H. R. Handy and L. D. Seixas were

(*Continued on page* 30)

"*The House of Cups and Saucers*"

THE VERY LATEST IN

Japanese Importations

CUPS and SAUCERS
DINNERWARE
FANCY LINES
BRONZES
LAMPS and SHADES
NOVELTIES

For Immediate Delivery

New York Representatives

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Domestic Dinnerware

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SALESLADIES and SALESMEN WANTED

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OUR LINES EMBRACE

Blown (Lead) Glassware
Plain and Optic
Light Cutting's
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Plate Etching's
Pen " "
Coin Gold Decorations
Lustre (Iridescent) Decorations

DINNERWARE

Genuine China Translucent

HARD PORCELAIN

The two (2) Products will be supplied with beautiful decorations as well as white.

HOTEL WARE

Vitrified China and Hard Porcelain

¼ Thick and ½ Thick **Under-Glaze and Over-Glaze**

White and Decorated

SILVERWARE

" Sheffield "
Bread Trays
Fruit Comports
Cake Plates
" Stands
Flower Bowls
" Vases

Fine
" DUTCH "
Finish
Candlesticks
Vases
Baskets

We Feature
"SPECIAL SALES" MERCHANDISE
As Well As Staples

H. A. MARSHALL, Inc.

200 FIFTH AVE. NEW YORK CITY

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

WITHIN another week, the holiday rush, so far as the glass manufacturers are concerned, will be a matter of history and then attention will be rected to the shipping of merchandise for January and ebruary sales. Since August last, there has been a eady increase in factory production of all utility lines. ne demand for the novelty and specialty lines has been ceptionally active, and some factories rather early in e season refused business for current delivery on nov- y offerings. Staple lines have been in good demand roughout the last quarter, while blown and stemware s been holding its own, as the manufacturers antici- ted. The glass business was slow at the beginning of e year, but it is closing the year in a period of activity.

The tendency of the market seems to be toward higher vels on some items, and as this situation has been made own to the trade, there has been more or less future quirements anticipated. This refers in the main to the ore popular priced staple items, and the intent of the nufacturers to get away from the old rule of selling es "stuff" below the market. There has always been lot of buying of special sales merchandise during the nuary Exposition period, and at special prices, but it w seems as if the manufacturers, while willing to ac- ot orders for merchandise for special sales, do not pro- se to sell such stocks below cost.

C. V. Hornsleth, of Stockholm, Sweden, spent some ne in the offices of the Eagle Glass & Mfg. Co., Wells- rg, W. Va., late last week.

Although the holiday season is advanced, the demand f electric portables is exceptionally active. The various nts of the Pittsburgh Lamp, Brass & Glass Co., work- ng on these lines are working full time, and new business n daily receipt. This company is also having a rather ong call for its Junior floor lamps, the demand exceed- its business in this line for the 1921 season. A num- of initial shipments have been disposed of, and re- at orders for portables from this factory are being rked through.

Salesmen for the United States Glass Co., have re- ned from their late fall trips, and will not likely make ended journeys again until after the close of the Jan- y buying season. Short trips, of course, may be made in the meantime.

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t is likely that the United States Glass Co. will place eral novelties in colored glass on the market in Jan- y. The first samples of these have been under in- spection in the local sales offices, and it is quite likely that they will be adopted as a part of the line.

Because of the fact that the Westmoreland Specialty Co., Grapeville, Pa., has taken additional display space at the Ft. Pitt Hotel for its January display, the trade can look for a "show" quite superior to that maintained in the Assembly room last season. The new lines for 1923 are now being assembled. The several hundred-odd barrels containing the items for this display will be trucked from the factory to Pittsburgh.

Repairs are now being made to the plant of the Bellaire, O., Bottle Co's. plant, caused by the bursting of a tank of molten glass recently. Damage to the plant and tank has been estimated at $5,000.

The usual quarterly dividend of $1.75 per share has been declared by the board of directors of the Kaufmann Department Stores, Inc., which will be paid Jan. 2 to stock of record as of Dec. 30. There has been a steady increase in sales in the china and glass department of this store, which is under the charge of J. H. Harris, both quarterly and monthly records of 1922 exceeding those of 1921.

Through the Franklin Service Corporation of Buffalo, N. Y., Lorch Bros. Co., operating department stores on the Southside this city, New Kensington, Pa., and Franklin, Pa., is now placing a new stock issue on the market, the proceeds to be used for expansion. Additional stores are proposed for Eastern Ohio and Western Pennsylvania. House-furnishing, china and glass departments will be featured as is in all other stores of the company. The firm has been in business here 30 years.

According to plans considered at a recent reorganization meeting of the stockholders of the Modern Glass Co., at Toledo, it has been proposed that the company manufacture lighting bulbs when the factory resumed operation.

The former plant of the Crystal Glass Co., located at Ft. Smith, Ark., has been taken over by the Zenor Bottle Co., and according to President C. P. Zenor, production will begin at once.

Louis P. Mauger, of Massillon, O., has formed a company and has acquired title to the plant of the St. Albans Glass Co., near Charleston, W. Va., for the purpose of beginning production of containers.

HAND PAINTED
MADE IN JAPAN

For The Fall Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York

A local union of glass workers in Bellaire, O., passed a resolution favoring the modification of the V stead act, to permit the sale of light wines and b Members of this local union make bottles.

New Association Formed to Boost Pittsbu Show

The new Association formed to promote increased tivity at the forthcoming Glass and Pottery Exposit is about ready to broadcast throughout the United St and Canada the necessity of the trade visiting the P burgh and East Liverpool market. By this plan, a gre interest will be developed in the Exposition, and the increasing the number of visiting buyers and dealers. has been admitted right along that the "old crowd" visit the market, but the efforts of the Association wi directed to enlisting others to come to the market. is a matter of education for buyers and dealers hand such lines as are displayed in Pittsburgh during Janu to come to the market," one officer of the Association it. "While it is a good thing to place orders during Exposition, we want the dealers to come in and ins the lines and see just what the market offers. It will r new business for both buyer and seller."

Business Briefs

Maxwell Weinstein, toy manufacturer, has purch at auction for $50,000, the entire plant of the Inte tonal Wood & Paper Products Corp., located at 117 verton Road, Baltimore, Md.

Abe and Hymen Miller have opened "The Japa Art Store" at 24 West Trade Street, Charlotte, N. C complete line of china, and art goods are stocked a specialty will be made of hand-painted Japanese c and gift goods.

The Western China Works, Aurora, Ill., has bee corporated to deal in china, pottery, etc. Incorpora Edw. E. Schock, W. E. Bonbow, Eric C. Zelinga correspondent, E. O. Zeling, 666 Prairie Avenue, nellyn, Ill.

At the County Fair, held in Pinehurst, N. C., rec was a community exhibition at which a good exhi of household pottery was a feature.

Lawrence Bringham, son of W. A. Bringham, he the China Store, Bloomington, Ill., and a brother of Bringham, connected with the Chicago office of the toria Glass Co., was accidently killed in Chattan Tenn., recently, when an elevator in the hotel whe was stopping, started unexpectedly and caught hi tween the door and the wall above.

Baugh & Garner, Lexington, Ky., have formally o their new four story building with a full line of h furnishings on display.

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

ILVERWARE seems to be featured in the local window displays this week. Most of the exhibits show table silver, together with a few art objects or lasware. Jordan Marsh & Co's. window is tastefully r'nged with silver plaques, tea and coffee sets and per-olators. In another window of this concern, there is hlvn fruit baskets and bowls with the Acme Art Fruit, ls art objects and pictures. The R. H. White Co., de-o one window to these departments. They are handi-abed however, in their display, for lack of window ce. Bigelow, Kennard & Co., show in one of their rominent windows a table set with Bohemian glassware n onjunction with silverware. R. H. Stearns show a u ber of art objects and The Shepard Stores specialize assware for the week. Not a few are showing dis-nly Thanksgiving decorations, with the "National i " featured in some manner. The Jones, McDuffee n Stratton Co., have a colorful window in which is n a line of platters which every housewife knows is ssciated with the great day. Among other things the ors, McDuffee & Stratton Corp. exhibit includes French Lahenware, Guerin service plates, Lenox teas and serv-ce lates, and Royal Worcester and Cauldon China.

J A. Wellington, of the Mitchell Woodbury Co., who et ned fr moa two month's trip through the west last re , left again Sunday for a trip through New York ta .

The Atlantic City board walk in miniature opened Fri-ay at Mechanics building for a two weeks exhibition rit a number of representatives of the crockery and la trades represented. Jordan Marsh & Co. have an xl it and Bigelow, Kennard & Co., both showing lamps, hi and glass. A number of local gift shops also have pa and vie with one another and the down-town stores or heir share of the holiday business. Mrs. Edna Clark's n of New Bedford has an interesting showing of glass, ot ry and china. The House of Mercy has fancy china n ntiques, The Carry on Club, chinaware and antiques; Pa hters of the Revolution, decorative china; Animal Le ue League, the same; Francis E Willard Settlement Ho e, glass, china and novelties; Mrs. Jessie P. Lyman, Ia achusetts League of Women Voters, Brittany china n Beatrice Barrington, pottery. With the exception of f v recognized business houses the exhibits all have on of the 500 women representing the Massachusetts Le ue of Women Voters as patronesses. In some of the as the name of the patroness is supposed to sell the od but it comes back to the Boston market to a great xt t, for much of the merchandise is purchased from Bos n dealers.

The observer thinks this is a kind of a "mussy" market if one can forgive the similie. Some buyers are making purchases for spring on foreign goods, others are afraid to buy domestic pottery for fear the strike may last awhile longer, others are placing orders for early delivery or as soon as the potters go back to work; still others are placing good orders for American goods, under a hunch that pottery is going to cost more later. Then comes the news of two big cancellations, due to the fact that goods cannot be delivered in time for the holiday trade. In one instance, a greater part of the goods is enroute by freight, a condition specified by the merchandise man. Then comes a telegram, "ship our order immediately by express or cancel." With no more goods in stock and the freight shipment tied up by an embargo, it looks as if someone was going to lose a commission. The popular sentiment seems to be, however, that now is just as good a time as any to place an order for standard goods or replacements, but rumor has it that several manufacturers are going to spring something on the trade "right after Christmas." One hard boiled buyer says, "All right, let 'em come. If they are any good we'll buy 'em."

HERE IT IS!

We know you want our individual, economical

Sanitary Sugar Bowls

In 3 Sizes



for tray and cafeteria service but perhaps you did not know where to buy them. We will fill your orders direct, and without delay.

We guarantee these bowls as represented

Write for Catalog and Prices

The Sanitary Sugar Bowl Co.

Successors to Schoenheit & Pierce

Manufacturers

6230 Penn Ave., Pittsburgh, U. S. A.

Paperwhite Narcissus Bulbs

Fine Item For Holiday Trade

Per 1000 Bulbs $25.00 F. O. B. New York



F. RYNVELD & SONS, 61 Vesey Street, New York

Novelties of Beauty from Many Shops in Fascination Lane

Page of Selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

By Beatrice Miller Wisner

lassware and Porcelain Gift Shops Sales Beacon

It has been proven by the most successful gift shops at fine glassware and dainty porcelain are the most opular lines to feature. There is such a constant change ing offered in the manufacture of glassware and rcelain, that it gives the mistress of the shop an opportunity to please the most discriminating tastes. The lors of American glass have been brought to absolute rfection. Take, for instance, the amber color. This nost rivals in color the imported glass, the same is ue of the blue and amethyst. Of course, Venetian ass will ever hold the admiration, as its transparent auty is incomparable. Some of the Venetian glassre this season far surpasses in daintiness, color and agile make-up anything seen of its kind in this coun- before. Bohemian glass, though different in beauty, lor and design, is destined to always find a place in e hall of fame of artistic wares. A selected assortment porcelain—birds, figures, vases and baskets—together th fine glassware, either domestic or imported, will ove a magnet for the wary shopper. Put your best ecimens of porcelain and glassware in the foreground th a goodly supply of attractive baskets as a backound, and watch the result. Arrangement and taste the selection of glassware, porcelain and baskets will ke your gift shop the center of attraction and the es-word will pass on to the madding crowd.

Boudoir Sets of Elegance

A most practical and attractive gift, harmonizing with t dainty coloring of dressing room furnishings, is the usual boudoir set herewith illustrated, manufactured b the Vacuum Specialty Co., Meriden, Conn., Manning-Bowman & Co., owners and sole distributors. These artistic boudoir sets come in rose, mahogany, turquoise and deep canary and ivory finishes, with glass and tray in several sizes. For a dainty anniversary gift combining usefulness with beauty they are a distinctive token. For invalids, rooms, nursery, den or library they are equally appropriate. The "Hotakold" products keep hot liquids hot 24 hours and cold liquids cold 48 to 72 hours, and keep ice cream frozen 18 hours. These desirable utilities have a special appeal in ice cream or food jars with wide mouth opening. The above concern is also offering a full line of pint and quart bottles, jugs, carafes, etc., in nickel plate, enameled and decorated. In travel, far afield, picnics or in the home the "Hotakold" specialties have supplied every need in usefulness and emergency, retaining liquids or foods "at any hour—in any way, hot or cold—night or day."



Novelty in Sweet Grass Baskets

Practical and desirable tokens in sweet grass baskets are compelling interest and admiration. Many varities are displayed at the Bush Terminal Building, in the art and gift section, 130 West Forty-second Street. The illustration pictured gives an idea of a very odd basket in melon shape, with easy carrying handle, strongly bound with green splint. These baskets are the product of the St. Regis Indian Trading Company, all handmade by the Canadian Indians. The collection includes sewing baskets, silk lined or unlined, closed baskets with ring handle, large sewing baskets with all the small accessories, which can be bought separately, knitting baskets and shopping baskets very attractively decorated with straw flowers on the body of the basket. Gift shops are realizing the selling possibilities of handmade grass baskets and are devoting much space to the display. Small birch bark and wooden canoes add to the extensive variety of other items in the collection. Many unique and interesting novelties have found their way to the United States fashioned by the dexterous hand of America's aborigines. In weaving and intricate design, employing a variety of colors, the Indians have excelled and still hold to their primitive art in combining effective motifs. The very delicate odor diffused from the sweet grass baskets makes them a welcome gift for mouchoir, or the little niceties of feminine attire. They are much used for shower and birthday remembrances or for favors at bridge parties.





SOY KEE & CO.

Chinese Importers of

Gold Medallion Dinnerware

Also

Blue and White Canton China, Nankin and Chop Suey China, Tea Sets, Porcelains, Etc.

We import direct and have a complete stock at pre-war prices of the famous gold medallion and Blue and White Canton.
Write for Price List



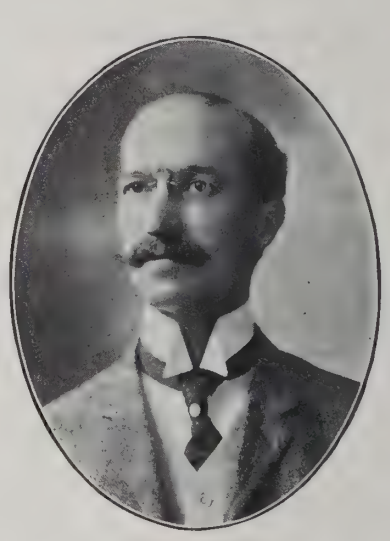
Gold Medallion Dinnerware

7-9 Mott St. *Chinatown* New York

OBITUARY

Edward Butler

Word of the sudden death last Friday, November 24th from myocarditis, of Edward Butler, for so many years a prominent figure in the New York trade and well known by the older members of the china and glassware business throughout the country, will be received by his many friends with sincere regret. He was the son of Edward Butler, who was before him identified with the trade in the importing business for many years, having opened the first office here for Johnson Bros., England, with whom he was associated for a number of years afterward. Following in the footsteps of his father, Mr. Butler became connected with David Felter, in the office of the Crockery Association, now known as the Crockery Board of Trade. He traveled for Edward Boote for a number of years, leaving the concern in the early nineties. He was also associated in the same capacity with Maddock & Miller for a short while. About 1900 he entered business for himself as American representative for the line of Booth's, Ltd., and Foley china, during which time he had associated with him as salesmen W. T. Darden and the late "Sam" Arnold. He was then located over Noakes' restaurant on Park Place. His last connection with the trade was in 1914 and 1915, with Fondeville & Van Iderstein (now A. J. Fondeville & Co.). He then retired from the trade, going into the boat brokerage business in Brooklyn. About two years ago he went to Albany, N. Y., where he and his son conducted a planing mill, a business in which he was engaged at the time of his death. He was 62 years of age and leaves a widow and one son. The funeral service was held in the chapel in Greenwood Cemetery, Brooklyn, on Monday.



Edward Butler

Business Briefs

Syed Hossein, for three years secretary to the Persian Ambassador at Washington, has opened the "Shi Shop" at 37 Boerum Ave., Flushing, N. Y. Mr. Hossein plans to cater to those who appreciate the high quality of art and gift goods.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

IGH priced dinnersets and expensive table glassware are in demand this Fall, and the Christmas shoppers are turning away from the cheap and ium-priced lines, asking the clerks to show them ıething better." At least, that has been the experi- of a number of the larger stores in Chicago during e ast week. One department alone reported sales of u dinner sets averaging $1,000 each. The situation has z ed the buyers to some extent, for no one store can r heavy stocks of their highest priced lines. Some ·s have predicted that all of their higher priced o; will be cleaned out this year far ahead of their e m priced lines, judging from the early Holiday y g.

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ockery, glassware and housefurnishings men in the i go market will remember Elwood Tibbets, who a d as stock boy at Marshall Field's and worked his a p in the store until Mandel Bros. gave him a posi- ıs glassware buyer. Later he was manager of the s ent store for Loren Miller & Co. on the North Side. h he left Loren Miller & Co. he went to Sioux Falls. l f this to refresh your memory of Elwood, and to a up to the announcement that he is now reputed b well on his way to fortune, having discovered a new n a lens which secures greater depth and detail in o graphs. His discovery and invention will probably v tionize photography and large sums have already e offered for the rights.

W J. Hoffman, housefurnishings buyer for Mandel ro ers, has resigned, effective January 1. It has been p ed that Ed Lewis, recently with John Bing & Co. ll e the successor, but this report could not be con- m l.

T regular meeting of the Glass, Pottery, Lamps and ou furnishings Association of Chicago was held on u day of last week at the Morrison Hotel. A num- r splendid reports were read by the chairman of the ri s committees. The rooms committee reported prog- s n allotting exhibit space to the applicants for the b ary Show. The total number of rooms reserved r e exhibit is nearing the 250 mark, with only fifty- d ooms still available. The entertainment committee po ed that they had held a special session and many an of entertainment had been discussed for giving the sit g buyers during the Chicago Exhibit the "time of ei ife." The nature of the plans, however, the com- itt would not divulge, saying that they preferred to ep ll of these matters secret until definitely decided. he ext regular meeting of the association to be held the first Thursday of December, will be conducted by the entertainment committee, acting upon a motion carried at the meeting last week. The coming meeting should be an interesting one and all members are urged to attend.

The following have recently been admitted to the Chicago Association as regular members: J. R. Kittler, 2116 Hudson Ave., Chicago, Jos. Landewitch of the Phillips Glass Co., Cincinnati, Albert Witz, Advanced Wood Turning Co., Chicago, O. H. Foss of the Buckeye Aluminum Co., Wooster, O., Frank McElwain, Housefurnishing Journal, Chicago, and Otto Jaeger, Bonita Art Glass Co., Wheeling, W. Va.

J. A. Jacobsen, Chicago representative for the Consolidated Lamp and Glass Co., with display in the shops building, is showing a new and attractive line of boudoir lamps with metal bases and glass shades, in a variety of colors, shapes and decorations. These lamps were made especially for the premium trade but would make good sellers in any lamp department.

The Progressive China Decorating Co. has moved to new and larger quarters at 2617 W. Harrison Street where they will have increased facilities for their growing business in decorating china. At the rear of their new plant, the company has the use of a railway switch, which will mean a saving of time, and less handling on their incoming shipments of china blanks.

The Western China Works, Inc. received a state charter last week, the company being incorporated to decorate and deal in china, pottery and allied products. Offices and studios of the company are located at 9 Island Ave., Aurora, Ill. Lustre and hand painted creations will be a specialty of the company. The incorporators are E. E. Schock, W. E. Bonbow and E. C. Zeling.

Krafts Novelty Co. of Chicago has increased its capital stock from $25,000 to $35,000.

J. F. Dailey, senior merchandise manager of The Fair, has accepted the first vice-presidency of the Burgess-Nash department store in Omaha, in which the interests of L. C. Nash have just been purchased by the Woods Brothers of Lincoln, Neb. Mr. Daily who started with The Fair more than twenty years ago will leave for his new position on January 1. Mr. Daily started as a stock boy at the Fair and was later connected with the jewelry buying department of Marshall Field & Co. He returned to The Fair in 1913.

CHICAGO

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Fine Dinnerware and Fancy China.
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Crooksville China Co., Room 591
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Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
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Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

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MONONGAH GLASS CO.
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THE DUNCAN & MILLER GLASS CO.

A few words in this space will bring in many dollars

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THE HAEGER POTTERIES, Inc.
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KAY BEE CHINA WORKS
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High Grade China
CHICAGO ILLINOIS



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

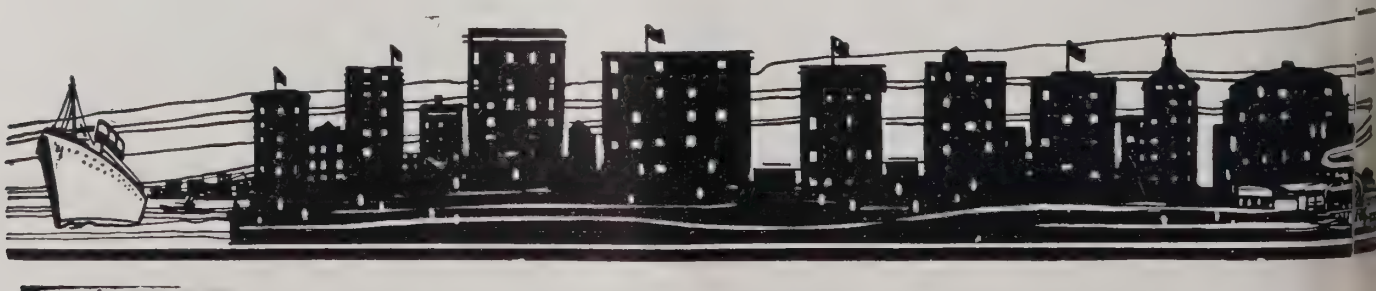
KELLY & REASNER
Representing McKee Glass Co. Eagle Mfg. Co.; Indiana Glass Co. Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co. D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales Copper and nickel plated ware Phone Central 3240.

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HELP WANTED

WANTED—Salesmen for 1923, having a thorough knowledge of the china and earthenware lines. Territory South, Southwest and East. Preference to those having an established trade. Salary and commission. In reply give full outline of recent experience. Fisher, Bruce & Co., Philadelphia, Pa.

WANTED—Salesmen to sell a general line of pressed pot glassware on commission basis in the Southern States. Co-Operative Flint Glass Co., Beaver Falls, Pa.

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SITUATIONS WANTED

MAN of unusual experience in selling china, earthenware and hotelware ,established reputation as a producer, will consider proposition from first class house from January 1, 1923, to travel New York, Pennsylvania, the New England States, as well as Baltimore and Washington. Unquestionable references. Address Box 218, care CROCKERY & GLASS JOURNAL.

John Nixon Killed

(*Continued from page* 19)

appointed as a committee to prepare the resolution, which is as follows:

Resolution adopted at a Special Meeting of the Pottery, Glass & Brass Salesmen's Association, Friday, November twenty-fourth, 1922.

Whereas, Providence has called unto his father, John Nixon, our dear brother and fellow officer in the directorate of the Pottery, Glass & Brass Salesmen's Association of America, and

Whereas, In his death the Association has sustained an irreparable loss, and its management and membership are deprived of their most wise and faithful counsellor, and

Whereas, As a Charter Member of the Association, he has served continuously since 1895 as Treasurer, President and Director, and during all these years gave his invaluable services to promote its highest interests, and

Whereas, His associates will hold in affectionate remembrance his generous and loyal co-operation in all that affected the Pottery, Glass & Brass Trades, and will long mourn the loss of his fine personality and gracious friendship; therefore it is

Resolved, That this Association convey to his family the deep and sincere sorrow which pervades this meeting, and be it further

Resolved, That the Secretary be directed to spread a copy of these resolutions on the Association records and have a copy thereof engrossed and presented to the family.

Many telegrams of sympathy from friends in the trade who were unable to attend the funeral service were ceived. Among them was one from a number of Nixon's old Canadian friends, received by Wm. S. cairn, as follows: "Deeply regret to learn of death our dear old friend. Please convey deepest sympathy fam'ly." (Signed)

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CASSIDY'S, LTD.
H. E. PATRIARCHE
WM. JUNOR
MARC T. LESTER
CLAPPERTON'S, LTD.

Buyers in New York

(*Continued from page* 16)

W. A. True, representing, Brown, Thompson & Co., Hartf Conn., 240 Madison Avenue.

D. Braunstein, mdse. manager, Kaufman Dept. Store, Pi burgh, Pa., 1261 Broadway.

NOVEMBER 24, 1922

W. B. Stanton, toys, housefurnishings and china, Stewar Co., Baltimore, Md., 225 Fifth Ave., Room 611.

I. P. McCubbin, mdse. manager, Bowman & Co., Harrisb Pa., 105 Grand Street. (Jay Co.) Collingwood.

A. Mendel, general mdse. mgr., Mendel's Inc,. New Ha Conn., 1150 Broadway, Baer & Lilienthal.

M. H. K. Malone, mdse. manager, L. S. Ayres & Co., dianapolis, Ind., Retail Research, 225 Fifth Ave.

Miss H. L. Spinning, dolls, D. M. Read Co., Bridgeport, C 404 4th Ave., care D. G. Alliance.

W. Gross, china, William Gross & Co., San Francisco, C McAlpin.

NOVEMBER 25, 1922

W. W. Stanton, housefurnishing goods, Stewart & Co., B more, Md., 220 Fifth Ave., care F. Atkins.

R. A. Sibley, representing Sibley, Lindsay & Curr Co., Roc ter, N. Y., 432 Fourth Avenue.

E. E. Cassill, mdse. manager, L. S. Ayres & Co., Indianap Ind., 225 Fifth Ave. (Retail Research Assn.).

NOVEMBER 27, 1922

Mr. Putt, mdse. manager, J. L. Hudson Co., Detroit, M 225 Fifth Ave. (Retail Research).

Mr. Margolis, holiday mdse, basement, L. S. Ayers & Indianapolis, Ind., 225 Fifth Ave. (Retail Research).

Miss M. Hirsch, representing S. Kann & Sons, Washin D. C., 432 Fourth Ave., Martinique.

J. McFarquhar, toys, S. Kann & Sons, Washington, D. C. Fourth Ave.

E. Ratner, kitchen utensils, E. Ratner, San Francisco, C Pennsylvania.

NOVEMBER 28, 1922

W. H. Cruikshank, mdse. manager, Reid & Hughes Co., wich, Conn., 404 Fourth Ave.

J. H. Wiggin, toys, J. H. Wiggin, Troy, N. Y., Breslin.

I. E. Fronani, china, glassware, and baskets, Woodwa Lathrope, Washington, D. C., 370 Seventh Ave., room 1701.

H. Liebes, mdse. mgr., Christmas novelties, dolls and C. F. Hovey Co., Boston, Mass., 225 Fifth Ave.

Gus M. Meis, holiday goods, Meis Bros., Danville, Ill. West 32d St., A. Fantl.

J. F. O'Brien, housefurnishings, Cohen Co., Richmond, Mdse. Reporting Co., 23 East 26th St.

J. L. Kobacher, housefurnishings, Kobacher Furniture Toledo, Ohio, Pennsylvania.

NOVEMBER 29, 1922

W. A. True, representing Brown Thompson & Co., Har Conn., 240 Madison Ave.

G. Lovelace & T. A. Lovelace, china and glassware, L Crockery Co., London, Ontario, Canada, Bristol.

A. Harris, mdse. manager, Mendel's, New Haven, Conn. Baer & Lilienthal, 1150 Broadway.

J. Kohnfelder, housefurnishings, china and toys, Kauf & Baer, Pittsburgh, Pa., 404 Fourth Ave.

F. H. Butterfoss, housefurnishings, Cleland & Simpson, S ton, Pa., 23 East 26th St., Mdse. Reporting Co.

E. B. Willson, Christmas novelties and toys, Willson-Chas St. Petersburg, Fla., Pennsylvania.

The Roessler & Hasslacher Chemical Company NEW YORK

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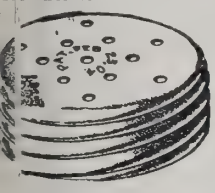
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TRAVELING REPRESENTATIVES:
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Czecho-Slovakia Earthenware Underselling Domestic Wares

Earthenware cereal sets are being exported to the United States from Czecho-Slovakia at prices lower than are demanded for similar merchandise sold in home markets, according to a finding of the Treasury Department. Complaint of this situation was made to the Government by the domestic manufacturers of these products, the charge being made that the practice was working a hardship upon them. The action of the foreign sellers constituted dumping, it was charged, and the complaint was based on section 201 (A) of the Anti-dumping Act.

This action provides that whenever the Secretary of the Treasury, after such investigation as he deems necessary finds that an industry in the United States is being or is likely to be injured, or is prevented from being established, by reason of the importation into the United States of any class or kind of foreign merchandise, and that merchandise of such class or kind is being sold or is likely to be sold in the United States or elsewhere at less than its fair value, then he shall make such finding public to the extent he may deem necessary, together with a description of the class or kind of merchandise to which it applies in such detail as may be necessary for the guidance of the appraising officers.

The finding of the department in this case was announced to-day by Assistant Secretary Clifford, in charge of customs matters, as follows:

"After due investigation I find that the industry of manufacturing earthenware cereal sets in the United States is being or likely to be injured or is prevented from being established by reason of the importation into the United States from Czecho-Slovakia of earthenware cereal sets, and that such merchandise is sold or is likely to be sold in the United States at less than its fair value."

The merchandise in question includes earthenware containers for salt, spices, etc., used in the homes.

New York Directory

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G. E. MEISSNER, *Importers and Commission Merchants, 108 East 16th St.*
Aluminum Cooking Utensils, Housefurnishing Specialties, Dolls and Toys, Vacuum Bottles and Novelties.

MOGI, MOMONOI & CO., *105-107 East 16th St.*
Importers of Japanese Goods. Telephone—Stuyvesant 1056.

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LAMPS, GIFT SHOP GOODS,
DOLLS AND TOYS
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AS THE EDITOR SEES IT

THE MARKET PROSPECT

BUSINESS enters the remaining month of the year with the usual seasonal shift from wholesale distribution to retail distribution. With buying stimulated by favorable weather and the urgent need of Christmas purchasing, the customary holiday buying is well under way. While it is, of course, as yet too early to attempt to gauge the volume of retail sales this season, there are many indications that may be taken to forecast much better month than last year. As business is slacking up in the primary markets, a good many comments are heard in the trade, that buyers, now that holiday orders are pretty well cleaned up, are not showing much interest in goods for spring delivery. But this fact is not surprising neither is it a diverse factor in forecasting a steadily growing period of business activity for next spring. And what we believe is so, because the inventory period is nearing and there is the usual cautiousness apparent to meet inventory with the minimum stock on hand.

GENERALLY speaking, conditions are not very favorable this year for carrying over much of a surplus. While many merchants believe that prices are headed for rise, they do not feel justified in accumulating merchandise above reasonable requirements. In fact, the trade is pretty well established on the basis of quick turnovers. Merchants want to keep their invested merchandise capital as liquid as possible and this prudence in buying is encouraged a great deal by the loaning institutions, who are not favorably inclined to advance money for transactions which do not promise a quick turnover. This state of distributive trade at this writing, may not be the most optimistic condition, but it is the crux of the situation as we intrepret it, and we are strongly inclined to view it as reflecting a sound and safe business policy, which will usher in the new year with renewed confidence and pave the way for a better business period.

THIS cautious manner of buying in small lots and repeating, extends throughout the whole distributive trades. Its beginning is, of course, at the consumer end and it is communicated through the retailer right back to the producing end. While the majority of merchants are not lacking in confidence as to the future, most of them who have ventured further than legitimate business risks and indulged in more or less speculation in merchandise during the big buying wave two years ago, are not forgetting the lesson then learned. Having a hard problem to solve in the shape of disposing of unduly large stocks then accumulated, few are disposed to take any chances now and all are inclined to attend to present needs and not make an attempt to figure on the future. But the marked improvement in retail sales throughout the country is a distinctly encouraging sign that a more stable and a more prosperous business period is immediately before us.

RETAILERS are turning an unsympathetic ear to any talk about higher prices. With but few exceptions, they are apparently convinced that consumers will not accept higher prices as an economic necessity along with rising wages. This is particularly noted in the case of staple merchandise, values and prices of which are fairly well understood by the public through easily made comparisons. But this belief does not necessarily establish its truth, and the only way consumer demand and high prices can be gauged is through actual experience. We believe the public will pay a just and reasonable advance if the facts are properly explained, but some merchants hold to the contrary. However, we believe the distributive trades are now doing well and will soon do better.

The Quick Witted Salesman Is the Man Who Lands the Biggest Orders

Greatest Measure of Success Not to Be Gained by Merely Showing Goods and Fast Brain Work Often Required to Stimulate Buyer's Interest, as Instances Cited Show

IT is not always the eight-cylinder, high-powered salesman who sends the most orders to his house, but there is little doubt but that the salesman with an alert mind sells the most goods, for the resourceful man can often turn defeat into victory.

I don't know of any line of work that requires more constant use of a man's wits than selling merchandise, said a well known traveler recently, yet there are many men carrying samples who give little indication of possessing any. I have some fellows on my sales staff who are turning in enough business from their territories each year to make it profitable for the house to keep them, and yet I am certain that those territories would yield from 25 to 33⅓ per cent more business annually if they were covered by men with the stuff in their heads that I consider brains.

At that I consider myself lucky when I see some of the men who are traveling for competitors of ours, and especially those who have been let out by other concerns and who come here in search of positions. And I am even luckier to have in important territories three or four men of gold medal calibre. One of these men, in particular, is a prize. Almost every day I am learning, in one way or another, of some method whereby which he has obtained new customers for the house or retained old ones. His work is as different from the ordinary run of selling as night is from day.

Last week I took lunch with a new buyer and this salesman, whom I shall call Jones. After the cigars had been lighted the buyer turned to me and said:

"Mr. H——, you have a great salesman in this man Jones. If I thought I could get him interested in selling to the retail trade I would be tempted to take him away from you. Did he ever tell you how he came to get my business?"

Jones is not the boastful type of salesman, so I had to tell the buyer that I did not.

"Well," he answered, "he got it by doing something, simple in itself, that I would not have thought of doing. I had determined, before giving out the order you fellows got, to test out several kinds of the roof cement I wanted. I had a trial barrel of your stuff delivered to me just a few days before Jones called. In the stockroom at the same time there was another trial barrel that had recently come in from one of your competitors. These two had been the last to be tested, and because the others had not shown up as to quality the way I thought they should, it lay between your house and the other one to get the order. My way of testing showed the two to be apparently the same as to quality, which left it a matter of price, and o that basis there was no reason whatever for giving th order to Jones. I told him this, and even went so far a to tell him the price the other house had quoted.

He Tested the Original Packages

"Instead of saying he was sorry and backing out grac fully, as many salesmen would have done, Jones asked the two barrels were still in the stockroom. I told hi they were, and he asked to see them. Because he ha been so pleasant about the whole affair, and apparent had accepted his defeat without a sign of grouchiness, took him into the stock room myself. Once there Jon looked at the head of the other house's barrel, and th drew a tape measure from his pocket. He measured t height and circumference of both barrels. He showed r each measurement as he took it, and the two barre proved to be identical in size.

"I was trying to figure it all out when Jones quie remarked that I would lose money if I bought the comp ing brand. This statement interested me and I asked h to show me how. He first called my attention to the fa that, although the two barrels were identical in size, t contents of the competitor's barrel weighed 150 pours more than the stuff in yours. In other words, althou the quantity in both barrels was equal, the 150 pours difference in the weights made your cost per barr cheaper, despite the other fellow's lower price per pou That was the first point Jones made. The second w that, although the quality of the two cements appeared to be the same, this was not actually the case. The grea weight of the cement in the competitor's barrel, Jo said, meant that the stuff was weighted to cover a defi ency in its asbestos content. A retesting of the t cements showed this to be so, and Jones got my busine

The sales manager then went on to relate how Sm another resourceful traveler for a china house, had p over a deal by sheer boldness, not only taking the or away from the man to whom it had been half-promi by the buyer, but in the presence of the other salesman.

I also learned of this stunt from the buyer, the sa man went on. I got to know him pretty well, and fin he told me the story. I think he is still a little resen deep down in his heart, but he has found our stuf so profitable to handle that he cannot afford to mak change.

Beating His Rival to It

In this case the buyer was friendly with the sales a for the competing concern and had given him the in track. Smith "got wise" in some way or other to wh

wanted and went right after his man. He got into buyer's office about a quarter to ten and gave the r everything he had in the way of selling talk. While as at the height of his efforts the other salesman, who had an appointment for 10 o'clock, was let in by the e boy. Smith never looked around, and the other , thinking to enjoy the discomfiture of Smith when he d to land the order, quietly took a seat near the door.

ensing this in some way, Smith dug in harder than , and before long, by some method yet to be explained ther than sheer hypnotism, finally got his fountain into the buyer's hand. His order blank, which he had iously filled out, was already before the latter, and mechanically the buyer signed his name. Even then competing salesman might have upset the apple cart e had handled the case better, but he immediately ped up and burst into a tirade against the buyer, ac- ng him of double crossing, etc., and got himself in g thoroughly. Smith has held the account ever since.

ere is a third case in which a salesman's work stood when he was up against a hard man to handle. Hav- been a salesman himself once, he was wise to most of ricks of the trade. This man, Brown, had been sell- his man glassware in fair-sized quantities, but calling im one day was met with the accusation, "You've robbing me."

own replied that no doubt he had, but he would like ar the particulars. The buyer was surprised not to denial of his charge, but he came back and told the man how he had been selling him the glassware at a higher than that for other stuff which was just as . This time Jones issued a denial. He admitted that rice might be higher than that of some of the other , but said that the buyer knew it. Consequently, he ed that he had not been selling to the buyer, but that uyer had been buying from him.

is viewpoint kind of got under the skin of the buyer. old Brown that may be he was right, but that he was to buy his glassware elsewhere in the future. Even did not feaze Brown, who simply asked the buyer to him in one way—that before he gave his business ely to any other concern he try out a sample order of ar line on the market. The buyer testily replied that d intended to do that anyhow.

own took his departure, and nothing more was heard e account for several months, when an order came in wo hundred barrels of glassware from the buyer in ion. It was turned over to Brown, who sent it back e factory. Several other orders came, were referred own and returned by him to the factory.

nally, when a cut in prices came along Brown re- d another order through the sales office. This time ok it to the buyer. The latter looked at him wonder- g, and Brown got down to business at once. "Mr. —," he said, "the last time I was here you called me ber. This time I have come to show you that, far being a robber, I am actually in a position to save noney. Here's an order that you sent the house and I could have recorded if I wanted to. But I don't want to. The reason is that a price cut is going into effect in a few days and you would lose money if I put this order in now."

The buyer looked at him with awakening interest. "What do you intend to do?" he asked.

"I'm going to give you a chance to save a nice piece of change," Brown replied. "I'm going to tear this little order up and write you another one for a full carload of the stuff at the new price. What do you say?"

"It don't seem to do me any good to say anything," the buyer answered, "so use your own judgment."

How's Business?

As the wholesale markets are entering the seasonal lull which marks the last few weeks of the old year, retail trade begins to show a very considerable acceleration. Broadly, the whole situation continues to show steady gains, trade in the primary business markets, though late in getting under way, has been better for the past month than since 1920 and industry is now operating close to capacity in many lines. Building activities continue on a big scale, most unusual for this late period of the year and Bradstreet's reports that the state of trade is fair to good.

In the East

In New York the movement of imported dinnerware, short and fancy lines have been remarkably good, as was expected with the strike keeping domestic crockery out of the market. Glassware is very active and orders placed for the holiday trade are very satisfactory. Prices continue firm and while no very considerable advances have been made in prices, the trend is distinctly upward. Housefurnishings continue active but collections are a little backward. In Boston trade manufacturing and collections are fair. Philadelphia reports retail trade good, manufacturing and industry quiet and collections slow. In Pittsburgh retailers report a daily increasing volume of sales, coal is easier in price and steel production and demand is on a capacity basis. Buffalo reports retail trade is beginning to show the effects of holiday buying in sales, manufacturing and industry active and collections fair.

In the West

In Chicago retail trade is good and mail-order sales are well over figures for last year, eighteen of the twenty-seven blast furnaces are in operation and orders for structural steel are larger and collections good. Detroit reports retail sales continue steady, employment in industry is gaining, automobile sales are good and all major plants are operating at capacity, while collections are fair. Kansas City reports that retailers have started an early Christmas buying campaign with good results, building is increasing, and collections fair. In St. Louis department stores report an active holiday trade with increase over last year, more coal is being mined, building increasing and collections show some improvement. Des Moines reports retail trade improved, building permits increasing but collections slow. In Milwaukee store trade is good, manufacturing and building active and collections fair to good.

In Minneapolis merchants report but little holiday buying as yet, flour market improved and collections backward. Omaha reports trade fair, building active, corn market strong and collections fair.

In the South

In Baltimore holiday buying is more in evidence daily and promises to be greater than last year but profits are smaller, industrial activity continues but the transportation situation continues an adverse factor. Atlanta reports retail trade fair, building very active and collections fair.

In Birmingham holiday trade is under way and collections fair. New Orleans reports general trade backward, shortage of cars to move the crops is affecting business, and collections fair. Ft. Worth reports business is improved due to holiday buying, small grain crops in good shape and collections fair.

On the Pacific Coast

In San Francisco business is improved, shipping very active with more vessels entering the port than since 1915, remarkable activity noted in auto trade, building continues active and collections fair. Portland, Ore. reports business fair, industry active, and holiday trade is beginning to show satisfactory sales. In Seattle holiday buying is increasing retail sales, oriental trade showing activity, there is little unemployment and mail-order houses report increased sales.

The Russian China and Glass Trust

Conditions in the Petrograd Trust for Glass and Porcelain is improving. The financial crisis experienced for some time is not over, but it is less severe. One of its largest factories, the Tarkovitchsky, which, owing to variations in the production, had to be closed down three months ago, will start again, and will begin work at an early date. During the stoppage fuel has been accumulated, and the equipment of the factory has been completely overhauled. The general position of the Trust has so improved that the trade in July was four times that of June. The retail shops of the Trust are also doing better. The production of lamp glasses was lately established at this factory, where bottles, too, will soon be made, for which good orders are already in hand from one of the Petrograd breweries. Another of the Trust's factories, the Korniloff, previously one of the best porcelain goods factories in Russia, continues its work. The representative of the Glass and Porcelain Trust at the Nizhegorod Fair, A. D. Rostovtzieff, states that the Trust brought on to the market forty wagon-loads of porcelain and crystal goods. In fact production has been so much improved that goods, particularly the porcelain, in point of quality, compares favorably with the manufactures of the Kuznetzoff factory before the war. The demand for goods is large and there were large transactions with a number of business centres. The sales are only on wholesale basis, and nothing under milliard-rouble transactions is recorded. Obviously, of course, the current Soviet rouble; and not the more valuable 1922 standard rouble. In the old times the Nizhegorod market was the connecting-link for sales of such goods to Turkestan, Bochara, Khiv Persia, the Caucasus, Volga district and the Kama, t Beloi and Viatka, these being districts connectced wi Nizhni by water. The aim of the Trust is now to obta control of these markets.

Old Rule in New Tariff Law

The revival of a "dead letter" rule by the new tar law is expected to result in the retention of large sur received by the Treasury in import duties. Heretofo it was explained, it has been the practice of the Treasu to permit modifications to be made in construction of t law imposing customs duties adversely to the Gover ment after a contrary ruling had been made effective.

The new act, however, in Section 502B, it was point out, provides: "No ruling or decision once made by t Secretary of the Treasury giving construction to any la imposing customs duties shall be reversed or modified a versely to the United States by the same or succeedi Secretary, except in concurrence with an opinion of t Attorney General recommending the same, or a final c cision of the Board of General Appraisers."

This provision has been in the tariff laws for years, b had been allowed to become a "dead letter," and cons erable amounts of Government revenue have been turn back to importers through a reversal of a ruling bei obtained from the Secretary of the Treasury.

Inclusion of the paragraph in the Tariff Act of 19 officials declared, was taken as indicative of the inte tion of Congress that this safeguard on the countrs revenue from customs duties should not be ignor The new policy has already been put into effect a several requests for new constructions of rulings to e end that they might be modified adversely to the G ernment have been denied.

Foreign Trade Service Established

The National Foreign Trade Council of New Yo has established a foreign trade council. This will co sist of cooperative advice on export problems offered y qualified experts, for the interchange on confiden problems. "This service," says O. K. Davis, secret of the Council, "is intended to provide foreign trad s with a confidential answer to those intimate, personal, r unusual problems which cannot be handled in a satisf tory manner through existing governmental or priv agencies. This advisory service is rendered with t obligation to the inquirer and without remuneration o the adviser, solely with the bigger and broader point n view of assisting in the development of American f eign trade. To secure the benefits of this service, the i quirer should submit his problem in writing to the sec tary, 1 Hanover Sq., giving sufficient details to enable e advisers to visualize the problem in full. The inquiry ll then be considered from all angles and the reply will co tain a digest of the advice of some of the best brains n American foreign trade."

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

A. J. STRIKOW, treasurer and general manager of the Hopewell China Corp., Hopewell, Va., made a brief visit to New York on Tuesday, for e purpose of conferring with his factory's New York presentatives, Herbert & Neuwirth, Inc. He left here uesday night for Pittsburgh, to attend a meeting of the ottery manufacturers at the William Penn hotel on ednesday. He also expects to spend a few days in ast Liverpool before returning home.

V. D. Kinnan, eastern salesman for the American Clay oducts Co., writes his friend Guy Cooke, New York anager for the firm, that the stork left fine bouncing twin ys at his home in Zanesville, O., on November 27th, and said to say that he was feeling quite the proudest man the pottery business was to express it mildly. Guess is is a matter for congratulation, eh?

Thomas O. Marvin, Chairman of the United States ariff Commission, will address the National Council of merican Importers & Traders at the Hotel Astor, on ecember 14th, following a luncheon that is to be given at .30 o'clock. The topic of the address will be the com- ssion's relation to the domestic and foreign trade of the untry.

Alexander Fraser, more favorably known in the trade " Sandy " traveling representative for the Beaver Val- Glass Co., is a visitor in town this week on purely a cial visit calling on a number of his old friends in the al trade.

Fred C. Reimer head of the company bearing his name, urned the latter part of last week from a six weeks' ur of the west where he found business quite to his ing. Martin Zolle of the company's sales staff, also urned at the same time from a several weeks' trip. e too brought back optimistic reports of business con- dions.

Robert Evans buyer for J. N. Adam & Co., Buffalo, Y., is in the city this week making purchases prin- ally to fill in his stocks of holiday merchandise.

John Postley of Charles A. Postley & Son leaves Sun- night for a trip through the Middle West expecting return in time for Christmas.

Ed. Craig, manager of the New York office of the ited States Glass Co. spent the first of this week on a t to the concerns headquarters in Pittsburgh.

George Landon, buyer for Dey Bros., Syracuse, left for home Tuesday, after spending several days in town placing orders.

Jos. Tharaud, traveler for Justin Tharaud, Inc., is back at headquarters after completing a very successful trip through the west.

Chas. L. Weddle New Fostoria Representative

Announcement has been made by the Fostoria Glass Co., Moundsville, W. Va., that they have appointed Charles L. Weddle, as successor to the late John Nixon, as manager of their New York office.

The selection of Mr. Weddle by the concern for so responsible a position, is indeed very complementary to his ability, and that he will fully justify their judgment, there is little doubt, as he is a capable salesman, a good executive and has the added advantage of possessing a pleasing personality that readily makes friends for him.

He had been assistant to Mr. Nixon for the past seven years. Previous to this he had been connected with William Dealing, J. Duncan Dithridge and George Borgfeldt Co. He is the son of the late Fred S. Weddle who was also connected with the trade for years, as a manufacturers representative.

Banquet to be Held February 20th

At a meeting of the banquet committee of the Pottery Glass & Brass Salesmen's Association held last week, it was decided to hold the Annual Banquet at the Hotel Astor, on Tuesday evening, February 20. This will give those at the Chicago exhibit an opportunity to be present. Being confronted with the problem of selecting a date on which the majority interested would be most likely to attend the above time was chosen as the most opportune.

Cut Glass Manufacturers Meet

The annual meeting of the National Association of Cut Glass Manufacturers was held at the Hotel Adelphia, Philadelphia, on Monday, December 4th.

More enthusiasm and optimism was manifested at the meeting than for many years past, and the general report was, that there is an increasing demand for a better grade of Cut Glass.

Arrangements were completed for starting an extensive advertising campaign to educate the purchasing public to ask for and buy Cut Glass bearing the seal as adopted by the Association as a guarantee of high quality.

Very interesting addresses were made by Dr. E. J. Cattel on " Present Business Conditions " and by John Horn on Russia. (*Continued on page 28*)

OBITUARY

August J. Fondeville

News of the death of August J. Fondeville, head of the well known importing firm of A. J. Fondeville & Co., 135 Fifth Ave., was received by his host of friends in the trade, with the deepest regret. Even though the end had



August J. Fondeville

seemed inevitable for some time, when the announcement of his passing came, it was nevertheless a shock. His death occurred at ten o'clock, last Friday morning at his home 141 Park Ave., East Orange, N. J., after two years of suffering from tuberculosis. The last time he visited his office was in July, 1920, to see the concern's new salesroom, at 135 Fifth Ave., where they had removed a short time before. Soon after he went to Buck Hill Falls, Pa., then Liberty, N. Y., with the hope of recovering his health, later returning to his home where he felt he would derive the same benefit from living out of doors on a sleeping porch. He became gradually weaker, however, and had been confined to his bed for the past year. He remained cheerful throughout the ordeal of his long illness and never abandoned hope of his eventual recovery. He was a man of high principles and was possessed of many fine traits which endeared him to all who knew him. He was the soul of honor, his word being as good as his bond. He was born in Bordeaux, France, on June 4, 1865, and came to this country with his parents at the age of seven years, the family settling at Hackensack, N. J. When he was twenty-one he joined the army being

(*Continued on page* 34)

Phillips to Succeed Natkin

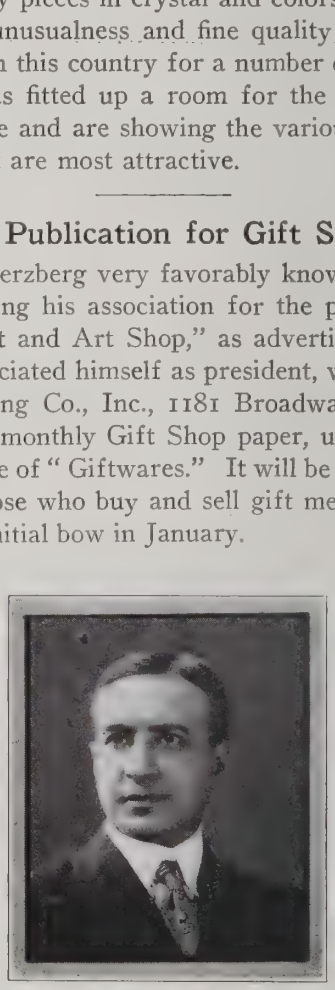
Oliver Phillips, buyer for a number of years for Stik, Baer & Fuller, Dry Goods Co., St. Louis, Mo., signed a contract on Monday of this week with The Fair, Chicago, where he will succeed Sam T. Natkin as china and glassware buyer. Mr. Natkin will soon leave The Fair to take charge of the china, glassware and art departments of Mandel Bros., Chicago,taking the place of John Ling who recently resigned.

Reimer Co. to Represent Theresienthal Line

The trade will be interested in the announcement that the Fred C. Reimer Co., 141 Fifth Ave., have been appointed sole representatives for the United States and Canada, for the well known Theresienthal glassware, which consists of a comprehensive assortment of stemware and fancy pieces in crystal and colors. This line is noted for its unusualness and fine quality and has been very popular in this country for a number of years. The Reimer Co. has fitted up a room for the exclusive display of the line and are showing the various new shapes and colors that are most attractive.

New Publication for Gift Shops

Harry H. Herzberg very favorably known to many in the trade, during his association for the past two years with the "Gift and Art Shop," as advertising representative, has associated himself as president, with The Giftwares Publishing Co., Inc., 1181 Broadway, which will publish a new monthly Gift Shop paper, under the very appropriate title of "Giftwares." It will be devoted to the interests of those who buy and sell gift merchandise and will make its initial bow in January.



Harry H. Herzberg

With Mr. Herzberg guiding its destinies, the paper should enjoy a full measure of success, for he is generally recognized as one of the most capable and best liked advertising men in the field. When he first became associated with the "Gift and Art Shop" it was a publication of less than half its present size and before he resigned to direct the publication of the new paper mentioned he had the pleasure of seeing it grow to a paper running close to two hundred pages.

WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WITH the generalware pottery strike two months old December 1, the production loss in kilns to the immediate East Liverpool district amounted between 600 and 700 glost and bisque kilns.

During the same period, there has been a loss of between 2,800 and 2,900 decorating kilns. These statistics are based solely upon the record of those kilns fired with natural gas, and does not include those glost and bisque kilns fired with either fuel oil or coal. This record comes from a comparison with the gas fired kiln production for the same period of other years. The loss in wages to pottery workers has not been computed on this kiln basis, neither the approximate loss in sales to the various manufacturers.

While this loss in kiln production refers only to the East Liverpool district, a casual consideration of the possible kiln output of plants outside of the East Liverpool district would place the glost and bisque loss at over 1,000 kilns. Considering the contents of a kiln to be valued at $2,000, perhaps a low estimate, this would show a loss of approximately $2,000,000 in business to the manufacturers.

It is not a very easy matter to anticipate a loss on the decorating kilns, as this varies, and there is no particular set rule to guide in computing the losses on the thousands of decorating kilns. The loss in wages to pottery workers so far during the strike and within the trade can be placed at between $1,000,000 and $1,500,000, based upon kiln production.

Wilbur McGregor, with the H. P. McGregor Co., Wheeling, W. Va., spent several days in the local market the last week.

Joseph P. Curry, sales manager for the Mayer China Co., Beaver Falls, Pa., is of the opinion that when the strike ends, the demand for hotel china will be more active than ever. "We're planning with that end in view," Mr. Curry has observed.

The Alliance Pottery & Sales Co. has been formed by Sebring and Alliance interests and construction on a new plant costing about $22,000 has begun. The new concern will do an exclusive decorating business. The new company will buy plain white ware, mainly it is said from the five generalware plants in the Sebring district, and make a feature marketing its own exclusive decorations and patterns. This, it is said, will be the largest independent decorating shop outside of the pottery district. The company will maintain its general offices in Alliance, O. The deal was put through by the Alliance Chamber of Commerce.

Production has begun in the plant of the Chelsea China Co., New Cumberland, W. Va. Hotel china is the sole output of this company. This company is not operating with workers affiliated with the National Brotherhood of Operative Potters. The plant has two tunnel kilns, and is capable of rather large stocks.

Steady operation is the rule at the eleven-kiln yellow and rockingham ware plant of the D. E. McNicol Pottery Co., in this district. The company has not lost a day this season. From time to time shipments have been delayed on account of embargoes, but other than this inconvenience, orders have been forwarded with considerable promptness.

Oliver H. Sebring, head of the Limoges China Co., and the Strong Enameling Co., Sebring, O., has left for California, where he plans to remain the most of the winter. The trip is combining business with pleasure.

H. Von Hagel, dinnerware buyer for the Sears, Roebuck Co., who has been spending a season in this market, has returned to his desk. It has been intimated that this well known house is returning over $1,000 daily to its retail buyers for dinnerware, which the firm is unable to obtain on account of the strike in the pottery trade.

Now that the year is drawing to a close, generalware pottery manufacturers have ample time on their hands to complete inventories. Annual meetings of stockholders of the pottery concerns in this district are usually held in January.

John J. Purinton, one of the owners of the East Liverpool Potteries Co., Wellsville, O., has been elected to the presidency of the First National Bank of East Liverpool, succeeding B. C. Simms, recently deceased. Mr. Simms for years was associated with the Thompson Pottery Co.

Judging from the long list of embargo orders that have been received in this district during the last few months, had the potteries been in operation, there would have been considerable delay in forwarding over the Pennsylvania Railroad. In the mean time, however, with plants idle and limited shipping being done, the bulk of this business has been routed either by river to terminal landings, or over the Youngstown & Ohio and Erie railroads out of East Liverpool.

Although two injunctions have been issued against members of the National Brotherhood of Operative Pot-

ters engaged in the sanitary pottery industry, nothing of the kind has come to pass in the general ware industry. The first injunction was obtained by the Maddock Co., of Trenton, N. J., against its employes from interfering with the operation of its plant with non-union workers, and the second came up for hearing last Saturday in Indianapolis. In the latter instance, the Standard Manufacturing Co., operating a sanitary plant at Kokomo, Ind., secured a Federal restraining order against its former union employes from in any way interfering with the operation of its Indiana plant. The Federal order in Indiana was continued as a temporary order, with no date set for final hearing.

In each instance, the names of the national officers of the Brotherhood were not brought into the pleadings, because the members of the executive board were opposed to the strike in the sanitary industry.

While it is impossible to obtain any official statement, the report is heard that Charles W. Foreman, until recently general manager of the Owen China Co., contemplates the erection of a eleven-kiln plant. Since his retirement from the Owen China Co., some weeks ago, Mr. Foreman has been inactive, but this week he would neither affirm nor deny the report that he was interested in the erection of a new unit. It is generally believed, however, that the report has some base of fact.

The output of the Niloak Art Pottery Co., Benton, Ark., has been placed in charge of W. Ray Renouff of East Liverpool, former salesman for the American Potteries Co. There is no similar line of art and novelty pottery on the market. In the New York and New England territory the line has been placed with the Borgfeldt Co. and in Philadelphia with Ebeling & Reuss. The line now consists of 37 pieces, but will be increased to 75 in January. It will be displayed at the Fort Pitt Exposition.

C. Nick Muessig, for many years in charge of the East Liverpool offices of the B. F. Drakenfeld Co., left last Saturday for New York, where on Monday he assumed his new position as assistant to B. F. Drakenfeld, Jr. The East Liverpool office will be under the management of William Malkin of Wheeling, W. Va., assisted by George W. Buxton, who will do the traveling.

T. A. McNicol, head of the T. A. McNicol Pottery Co., has returned to his desk following a fortnight spent visiting the southern trade.

A meeting of the American Vitrified China Manufacturers Association was held at the Bureau of Standards for the purpose of hearing a report on the work. All the results were explained and thoroughly discussed, and the data is now being compiled into a formal report.

Pottery Strike Over

As we go to press our representative in the district wires us that the strike in the generalware industry has been settled. The good news was officially confirmed at nine o'clock, Tuesday night, after a conference between manufacturers and workers at the William Penn Hotel, Pittsburgh. The strike which has stopped production of domestic generalware since October 1 is now over and the men will return to work at the wage prevailing at the time of the walkout. But the question of wages has not been entirely settled and a wage conference between the Labor Committee of the United States Potters Association and the Executive Committee of the National Brotherhood of Operative Potters, will take up the matter in the near future, but no date has as yet been fixed.

Plants will resume operation as soon as possible, some manufacturers resuming operations this week and many plants will begin production next Monday. Packers will start work immediately and the shipment of wares during the next few days is expected to set a new high record.

When the Conference Committee of the Brotherhood went into conference, two important questions were presented. One was to assume the responsibility for ending the strike and begin work at the old wage scale. The other was to submit the issue to a vote of the trade. For over seven hours these two phases were debated. Some members of the committee believed it advisable to continue the fight for an increase of a seven per cent. wage. These were in the minority, however, and while the first ballot resulted in a tie, the vote on the issue to return to work at the old wage scale, resulted in a vote of twenty-six to nine to return to work and accept the old wage scale. As soon as the result of this second ballot was known, the Labor Committee was informed and the most serious strike in the generalware pottery industry for over a decade terminated.

British Clay Trade Improving

The August decline in the export trade of English china clay to 25,237 tons proved to be temporary, and early in September buyers entered the market with big demands. The month closed with brisk business, and exports rose to 44,399 tons, we are informed by the American Consul General, London.

As indicating the revival of this trade during the current year, exports of china clay from Great Britain for the first nine months aggregated 347,729 tons, against 147,891 tons for the corresponding period in 1921. "It is anticipated," predicts the *Raw Material Review*, "that 1922 will witness the biggest tonnage of china clay dealt with since the war. Demand is being accentuated by the requirements of near continental markets, Belgian trade bringing a steady flow of orders." Continuing, the *Review* says:

"Possibilities of extending markets for English china clay, especially abroad, have been under discussion re-

(*Continued on page* 34)

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

REMODELING and extensions to the plant of the Jefferson Glass Co., Follansbee, W. Va., will create an increased production of the lines of hat concern, and these extensions will be put through at he earliest date. At a meeting of the stockholders of he company, held Nov. 28, a resolution of the board of lirectors to sell $150,000 of additional 7 per cent pre-erred stock was approved. That the issue will be uickly and closely absorbed by present holders of record, here seems to be no question. Since the Jefferson dis-osed of its table glassware business to the Central Glass Vorks, Wheeling, W. Va., it has devoted its energies to he creation and production of lighting glassware and llied lines.

J. Donald Fisher, southern salesman for the United States Glass Co., left Pittsburgh Sunday for St. Louis, Mo., where this week he engaged in opening the new St. Louis sample room for the "States" in the Laclede Gas Light Building. A representative line of this com-any will be displayed at all times. Mr. Fisher will con-inue to cover his southern routes out of the St. Louis ffice.

Distributors of glassware have started to "feel out" he market with reference to 1923 business. Numerous etters of inquiry along this line have been received by he manufacturers of the general line, and a few of the uyers who have been in the market of late have made milar oral inquiry. From all present indications, the lass market will remain firm at current lists during the rst and second quarter of the new year.

En route to the South for the purpose of visiting the ifferent stores, Mr. Myers, of the S. H. Kress syndi-ate, stopped off in this market a few days ago to call pon the glass trade. He was interested in possible new fferings for the coming season.

Reports just issued show that the Saturday sales of the aufmann Department Store, Inc., for last Saturday one eek more than doubled the sales of the corresponding aturday in 1921. In this increased business the china nd glass department received its full share. This de-artment was crowded every day last week, and the emand for all lines carried by the department was ex-eptionally active.

"From all the information we receive, glass factories re very active," declared Secretary John Kunzler of the lass Association this week. "We get reports of pro-uction being increased in a number of plants, and that tanks and furnaces in all other factories in our associa-tion seem to be working full time."

Lifting of the embargo order on 11,000 miles of the Pennsylvania Railroad last Saturday was pleasing news to a lot of buyers and manufacturers as well. As a result, a lot of packages have been released, and carlot shipments can now go forward—until the next embargo order Those plants which have only Pennsylvania shipping fa-cilities have been more or less inconvenienced of late on account of embargo rulings.

A number of additional requests have been received by the management of the Fort Pitt Hotel for display space during the January Pottery and Glass Exposition How many of these can be cared for none can tell at this time. So far as the Fort Pitt show is concerned, it seems that the house will be filled about the same as last year, but with a smaller number at the William Penn and Hotel Henry.

The car shortage is proving to be a serious handicap with many glass manufacturers. Factory traffic mana-gers have been unable to secure sufficient rolling stock for carlot shipments, and this has caused a delay in the forwarding of many orders. In some sections, the car shortage today is about as serious as ever reported.

A combination cigar holder and ash tray is a new item being considered by the United States Glass Co. It may be put out in crystal and colors. First samples have just come through.

Concerning the investigation and tests of surface con-dition of molded commercial glassware, the Technical News Bulletin of the United States Bureau of Standards says:

"A continuation of the work on glass containers with reference to their life in service has disclosed the fact that reheating the surfaces to the softening point retards pen-etration of moisture and reduces the tendency to disinte-grate. This was shown to be the principal factor affect-ing the resistance of glass surfaces to disintegration rather than the degree of previous exposure of the surfaces to moisture. A study of the absorption of moisture at dif-ferent temperatures of glasses of various composition is also being made.

"The Bureau of Standards is collecting information from the Army, Navy, the Biological Survey, the Public Health Service, and manufacturers of biological products concerning the requirements of glass for this purpose.

May Return War Risk Premiums on Exports

The American Manufacturers' Export Association announced last Tuesday that money paid by American firms and corporations as premiums for war risk insurance on any export shipment could probably be recovered out of the funds sequestered by our Government from enemy aliens. These claims will now be received and considered by the Mixed Claims Commission at Washington.

During the war many millions of dollars were paid out as war risk insurance on shipments to practically all countries. The American Manufacturers' Export Association has prepared a form of petition, with acknowledgment and power of attorney, which it will be glad to send to anyone inquiring, together with copy of rules and regulations.

The petitions should be filled out in quadruplicate and must be presented on or before January 1, 1923, to the Mixed Claims Commission at Washington. It is not necessary at the present time to supply supporting evidence of the claim, but each claim should be identified with the policy number and the amount paid. By filing this petition the rights of the claimant will be preserved and instructions will be issued later for the necessary evidence to support the claim.

Summary of Imports and Exports for September

China imports for the month of September, 1922, show an increase in value over the previous month and with a considerable decrease in the value of dolls and toys. The latest figures compiled by the Government are as follows:

	1921	1922
China, not decorated	$ 52,365	$ 68,219
China, decorated:		
From France	105,975	43,515
From Germany	201,382	210,559
From United Kingdom	76,969	29,066
From Japan	2,585,632	1,585,461
Other countries	34,966	64,703
Total	$3,004,594	$1,933,304
Earthenware, not decorated	$ 40,368	$ 21,497
Earthenware, decorated	352,466	285,197
All other	34,672	35,041
Total	$ 427,506	$ 341,735

For Nine Months Ending September

	1921	1922
China, not decorated	$ 465,906	$ 452,929
China, decorated:		
From France	662,339	525,024
From Germany	1,445,744	1,157,027
From United Kingdom	426,453	421,216
From Japan	2,585,632	1,585,461
From other countries	326,887	487,445
Total	$5,447,455	$4,176,273
Earthenware, not decorated	$ 338,331	$ 227,556
Earthenware, decorated	2,732,878	3,212,928
All other	343,183	419,727
Total	$3,414,392	$3,860,211

DOLLS AND TOYS

	1921	1922
Dolls and parts of dolls	$ 187,775	$ 169,418
All other toys	574,797	588,647
Total	$ 762,572	$ 758,065

For Nine Months Ending September

	1921	1922
Dolls and parts of dolls	$1,137,080	$1,031,46
All other toys	4,531,292	4,243,81
Total	$5,668,372	$5,275,27

GLASSWARE

For Nine Months Ending Septembe

1921	1922	1921	1922
$137,017	$288,534	$1,079,056	$1,673,190

CHINA CLAY

For Nine Months Ending Septembe

1921	1922	1921	1922
$50,975	$120,689	$185,178	$2,014,721

HYDRATE OF POTASH

Containing not more than 15 per cent of caustic soda.

For Nine Months Ending Septembe

1921	1922	1921	1922
$47,950	$36,080	$359,389	$643,891

TABLE AND KITCHENWARE OF METAL, ENAMELED OR GLAZED

For Nine Months Ending Septembe

1921	1922	1921	1922
$25,292	$10,395	$251,541	$312,902

EXPORTS

China and porcelain:	1921	1922
Table and kitchenware	....	$ 12,72
*Other china and porcelain ware	....	129,24
Earthen and stone ware:		
Table and kitchenware	....	9,41
†Other earthen and stoneware	$ 124,209	70,4
Total	$ 124,209	$ 221,8

For Nine Months Ending September

China and porcelain:	1921	1922
Table and kitchenware	....	$1,166,7
*Other china and porcelain	$ 248,627	92,2
Earthen and stoneware:		
Table and kitchenware	....	77,5
†Other earthen and stoneware	1,572,739	679,3
Total	$1,821,366	$2,015,9

DOLLS AND TOYS

	1921	192
Dolls and parts of dolls	$ 15,748	$ 26,0
Games	....	17,7
Mechanical toys	12,645	10,9
All other toys	150,487	171,9
Total	$ 178,880	$ 226,1

For Nine Months Ending September

	1921	192
Dolls and parts of dolls	$ 98,034	$ 136,0
Games	....	63,1
Mechanical toys	122,583	55,4
All other toys	1,112,182	886,4
Total	$1,332,799	$1,141,5

GLASSWARE

	1921	192
Table glassware, plain	....	$ 156,0
Table and other glassware, cut or engraved	$ 6,040	14,1
Globes and shades	....	34,4
Total	$ 6,040	$ 204,5

For Nine Months Ending September

	1921	19
Table glassware, plain	....	$ 138,7
Table and other glassware, cut or engraved	$ 10,729	16,3
Globes and shades	....	37,5
Total	$ 10,729	$ 192,5

CHINA CLAY

For Nine Months Ending Septem

1921	1922	1921	1922
.....	$578	.....	$19,987

TABLE AND KITCHENWARE OF METAL, ENAMELED OR GLAZE

For Nine Months Ending Septem

1921	1922	1921	1922
$49,235	$82,138	$1,677,201	$480,240

* Not including electrical porcelain.
† Not including sanitary and chemical wares.

Merchandising News from the Retail Stores

ales Notes Which Show What Well Known Shops Are Doing to Promote Trade—Novelties and Short Sets Are Seasonable Features—Gift Shop Goods in Glass and Silver Well Displayed —Many Sales of Furnishings and Housewares and Lamps Now On

N the glassware section of the fourth floor, Stern Bros., extraordinary needle-etched stemware is being displayed, George Manard buyer. Tall or low sher- t glasses, claret cocktail and cordial glasses, clear crys- , lead blown, at 25 cents each; optic table glassware, ith floral and leaf border cut design, water goblets, ll fruit salad and sherbet glasses, 30 cents each, ple, seltzer and whiskey tumblers, each 10 cents; ed-tea and lemonade tumblers, 20 cents each, aight or bell shaped table, iced-tea or lemonade mblers in fine cuttings, 20 cents each. Wide, gold en- usted border table glassware, open stock, water gob- s, tall or low sherbet and cocktail glasses, iced-tea mblers, doz., $15.00. On the same floor is housed elec- cal goods of unusual quality and price. Some include e following: Fully Nickle Plated Household Iron at .50, Electric Upright Toasters complete with all acces- ies, $4.50; Electric Room Heater, complete with 6 ft. d and plug, at $4.95, these are special values at popular ces.

Charming china gifts are being shown in the basement R. H. Macy & Co., W. G. Browning, buyer, compris- Cauldon dessert plates in beautiful designs, yellow, e or blue with gold, at $134.00, $143.00 and $178 a zen, Cauldon after-dinner coffee cups and saucers in on or rose with white and gold, at $49.75 a dozen. A y unique Crown Staffordshire tea-set with delicate ches of pink, blue or yellow, priced at $48.75, com- se some of the extraordinary offerings in this depart- nt. On the main floor, Broadway silver department re are suitable and distinctive gifts for the winter de in a large variety of new designs and patterns at derate prices.

A very unusual assortment of glassware and china for oliday gifts, Lee Moses, buyer, is assembled on the und floor of Frederick Loeser & Co. These include h other items, 6 cups, tea pot and tea-plate in plain ors; yellow, blue, lilac, green, rose, at $6.17 a set; per and mustard sets, in blue, green, lilac with black d rims, at $169 a set; glassware with gold and ham- red borders, candy jars, bowls, comports at $2.95 each, lescent glass stemware, sherbet glasses at 49 cents h; Nippon china ware berry sets, bowl and 6 berry es at $2.98 a set, attractive tea sets, rose decoration; pot, creamer and sugar, at $1.00 a set; cereal sets, 15 es, $3.95, and a full line of Pyrex baking glass, add to very noteworthy collection.

A most interesting collection of Old Glass is being featured on the Fourth Floor, John Wanamaker, Old Building, which is fascinating collectors and lovers of rare glass from France and England. Many objects of unusual beauty and design in brilliant color are meeting with pronounced favor for Christmas gifts of unusual merit. Waterford bowls, distinctive cutting, $250; apple green urns, $275 a pair; six large purple goblets, gold rimmed, $150; pale apple green eperbne at $50. Green glass powder-box at $10; black and gold scent bottle, $12; six green glasses, heavy glass, $50; boat shaped salt dishes, Waterford, $20 each. It is seldom that such an assemblage is offered expressing the typical workmanship from these countries. Prices are consistent with the excellence of these beautiful importations.

The Art Department of Lord & Taylor, fourth floor, Miss M. Jones, buyer, some special values in Hungarian Faience and English brass are most interesting at this season. Shallow bowls, emphasizing brilliant red with dashes of gold are especially attractive, not more so than graceful jars, with masses of purples and green coloring which intensifies their beauty in graceful modeling; tall vases carrying out greens in bold shades are only some of the gratifying pottery which is recently imported. The brass objects bring back Dickens characters, realistically portrayed; reproductions of old knockers, bells, candle snuffers, candlesticks, toasting forks, corn poppers and bellows, with curious figure faithfully designed adorns the top or handle, and adds to the antique spirit of the item. All these have found their way to America to delight the holiday shopper. On the same floor, bridge and floor lamps are assembled, fashioned in delightful harmony. Their similarity of design, makes it possible to use them together or as well singly. Junior floor lamps in antique gold or stippled antique gold, equipped with 22-inch plaited Georgette shade, with handsome fringe and ruching, fascinating colors, at $35.00, also bridge lamps, dragon arm and 14-inch silk plaited Georgette shade in a number of colors at $32.00. These lamps are special inducements for the early Christmas gift hunter.

The Mary Ann Cake Pan is coming into more pronounced popularity, since Lewis & Conger are making a special attraction of this item in newspaper announcements. This cake pan is a most useful and ingenious invention to add to the baking department of the up-to-date home. Its excellent feature for keeping soft fillings

intact will be recognized by every housewife in supplying a long felt need for this purpose. It has always been a most vexatious task when baking layer cake to have fillings oozing at the sides, but with the use of the Mary Ann cake pan this disagreeable feature is entirely obviated, as the fillings are kept within the walls of the cake ayer and cannot break out or run over. This novel pan makes a most tempting and appetizing looking layer cake, and its necessity in the home is acknowledged by many users who have tested its efficiency and construction.

Cut Glass Manufacturers Meet

(*Continued from page 21*)

General regret expressed that neither J. D. Robinson of the Libbey Glass Mfg. Co., or Henry C. Fry of the H. C. Fry Glass Co. were able to attend the meeting.

The following officers were elected to serve the ensuing year: President, G. William Sell; Vice-President, D. C. Tracy; Treasurer, Thomas P. Strittmatter; Secretary, Raymond H. Fender; and for the Board of Management, Robert A. May and Thomas Skinner.

Directors elected were: O. B. Atterholt, Raymond H. Fender, Emil F. Kupfer, G. William Sell, Robert A. May, Arthur Blackmer, W. E. Corcoran, J. J. McKanna, F. L. Morecroft, George A. Sherman, Thomas Skinner, Jr., Thomas J. Strittmatter, Charles H. Taylor, D. C. Tracy, Victor Brisbois, Charles Strunk and J. J. Niland.

Manufacturers who were represented at the meetin were: Powelton Cut Glass Co., Emil F. Kupfer Co Krantz & Sell Co., Pairpoint Corp., Thos. Skinner & Sons Quaker City Cut Glass Co., Jewel Cut Glass Co., Georg Borgfeldt & Co., Victor Brisbois Co., Figurora Cut Glas Co., J. J. Niland Co., H. C. Fry Glass Co., Thomas Shot ton Sons Co. and the Fisher Cut Glass Co.

The meeting as usual was followed by a banquet serve at the Hotel in the evening. This is always a most en joyable event and scored its invariable success this year.

Those who attended were: O. B. Atterholt, Raymon H. Fender, J. E. Achus, J. H. Dennison, Aug. J. Kupfe G. William Sell, George A. Sherman, Thomas Skinne Jr., Thomas J. Strittmatter, Charles H. Taylor, D. C Tracy, Victor Brisbois, J. F. Reuhfus, J. J. Niland, Howard Fry, Frank Shotton, J. A. Fisher, John Hor Dr. E. J. Cattell, L. E. Schnider and Charles R. Cassid

Buyers in New York

DECEMBER 4, 1922.

R. E. Evans, housefurnishings and china, L. J. Wagner, toy J. N. Adam & Co., Buffalo, N. Y., 16 West 39th St.

S. Guttenplan, jobs general merchandise, M. Nathan & Br Inc., Johnstown, Pa., Baer & Lilienthal, 1150 Broadway.

M. Hert, merchandise manager, Rike, Kumler Co., Seatt Wash., Retail Research, 225 Fifth Ave.

W. J. Haywood, merchandise manager, Pellitier Co., Sio City, Ia., Alfred Rantl, 120 West 32d St.

W. G. Baird, representing, Baird Co., Shreveport, La., 11 Broadway, Baer & Lilienthal.

(*Continued on page 34*)

The Sebring Pottery Company

Chas. L. Sebring
President

SEBRING OHIO

DINNER WARE MANUFACTURERS

Exclusive Shapes and Patterns

M. J. GEORGE
Direct Representative
Permanent New York Sample Room and Office:
Armion Building, 469 Seventh Ave.
Cor. 36th St., Fourth Floor
New York Furniture Exchange, Space 413 and 414
Western Representative
C. D. WEIGEL, Box 458, Seattle, Wash.
New England Representative
Chas. A. Pearce, 157 Summer St., Boston, Mass.

Quality Dinnerware



Pattern No. 258 La Rosa

THE NATIONAL CHINA CO.
SALINEVILLE, O.

REPRESENTATIVES
D. King Irwin, 200 Fifth Avenue, New York City
F. A. Miner, 5 Prospect St., Rochester, N. Y.
E. J. Nickey, Room 61, Loan & Trust Bldg., Milwaukee, Wis.
E. E. Wilgus, 78 Elmore St., Newton Center, Mass.
Ramsey & Sturgeon Co., Room 305, Rollins Bldg.
Baltimore, Md.

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

ABOUT a year ago the retail stores in Boston's shopping district banded together in one grand effort to stop shoplifting, not particularly at ristmas, when an extra force of detectives found em- yment, but tried to formulate an organization, where l experiences of one store would help all the others l effort could be synchronized (if one may use that rd) for a common gain. The result is the Stores' Mu- l Protective Association which held its first annual eting last week. It is headed by George W. Mitton of dan Marsh & Co., Thomas K. Cory, vice-president of lliam Filene's Son, and Herbert P. Russell, vice-presi- t of the R. H. White Co. and Edward P. O'Halloran, mer police inspector of Newton, were among the akers. Other stores interested include, Butler's, Con- 's, Gilchrist, Houghton and Dutton, C. F. Hovey, T. Slattery, The Shepard Stores, Smith Patterson, nothy Smith & Co. Other retail centres might well pt a similar organization to cooperate with the police top this costly waste. Music was furnished by the Jor- Marsh Glee Club. There were about 100 present at meeting.

Money order blanks stolen from postoffices all over United States is the subject of a bulletin issued by the eau of Information and Investigation of the Boston mber of Commerce this week. In the letter the Cham- warns retail storekeepers that an effort will probably made to cash some of these orders during the holiday s and advises mrchants not to cash these orders for stranger. The blanks themelves are of course gen- e but the notes will be forgeries and can only be de- ed by postoffice officials who have a list of the num- s as advertised by the postoffice inspectors. Among offices mentioned as having been burglarized are But- Ark.; Montrose, Ia.; George Creek, Ky.; Richfield, .; Morgantown, N. C.; Philadelphia, Pa.; Carlisle, Y., and Palmer, Wash.

New Gift Shop departments have been established in eral of the department stores during the past two ks, most notable of which are in C. F. Hovey's, ne's and Jordan Marsh & Co. Miss Anderson who be remembered as assistant to Mr. Robinson in nzes and Art Goods, is in charge of the latter depart- nt.

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nother addition to the gift shop trade is a store opened ng the week at 45 Boylston street, by the Gleekman thers. It is known as the Touraine Gift Shop, prob- because of its proximity to the Hotel Touraine. It evoted largely to china, glass and novelty jewelry.

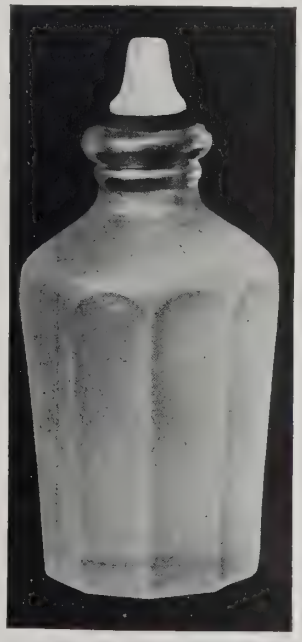
F. W. Woolworth Co. have leased the basement and first floor, of a new building to be erected at the corner of Washington and Camden streets, in Boston's South End. The floor space to be used by the "five and ten" is 12,000 square feet and the lease is for a long term of years. This will put a modern up-to-date store in a district which has been crying for such a service for some time.

John Martin, of the Jordan Marsh & Co. staff, has left for a short trip to the potteries. Good luck to you John!

The Chamber of Commerce also issues a warning covering the shortage of freight cars. A report by the transportation inspectors shows that cars are allowed to stand beyond the 48 hour demurrage period on a long list of commodities among which are a few which might concern some of the larger department stores. This shortage is due in part to the large amount of equipment in bad order as a result of the railroad strike and the chamber asks every one to do his share in getting the car back to a loading point and speed up transportation.

ATTENTION!

Hotel and Restaurant Supply Houses



Vinegar and Oil Bottle

$1.25 Dozen

Packed 10 dozen to barrel. Guaranteed first quality.

DESCRIPTION

Ten flutes, plain ground bottom, 3⅛ in. center diameter, height 5⅜ in. to top of neck, pierced cork and white porcelain tube.

Having secured a liberal price concession in a large purchase from the Government am enabled to offer these fine bottles made by the McKee Glass Co. and other well known manufacturers at this very attractive price.

MORRIS SENDAR

291 Bowery Telephone Orchard 6077 New York

See All the New Wares
First in Pittsburgh

FORTY-THIRD ANNUAL
PITTSBURGH GLASS EXHIBIT

Buyers will find in Pittsburgh in January, beginning January 8, the most comprehensive displays to be seen in 1923 of glassware for table, home and kitchen use—both utilitarian and decorative. More lines will be exhibited than ever before at the Fort Pitt Hotel.

Glassware manufacturers have made extensive plans for their displays at the Pittsburgh Exhibit in January at which buyers and retailers will have opportunity of seeing the new wares for 1923 for the first time. None can afford to miss it.

See the Displays of These Manufacturers:

Bartlett-Collins Glass Co., Sapulpa, Okla.
Beaver Valley Glass Co., Rochester, Pa.
Belmont Tumbler Co., Bellaire, O.
Bryce Bros. Co., Mt. Pleasant, Pa.
The Cambridge Glass Co., Cambridge, O.
Consolidated Lamp & Glass Co., Coraopolis, Pa.
Co-Operative Flint Glass Co., Beaver Falls, Pa.
Diamond Glass-Ware Co., Indiana, Pa.
Dunbar Flint Glass Co., Dunbar, W. Va.
The Duncan & Miller Glass Co., Washington, Pa.
Economy Tumbler Co., Morgantown, W. Va.
Federal Glass Co., Columbus, O.
Fenton Art Glass Co., Williamstown, W. Va.
H. C. Fry Glass Co., Rochester, Pa.
Hazel-Atlas Glass Co., Wheeling, W. Va.
A. H. Heisey & Co., Newark, O.
Hocking Glass Co., Lancaster, O.
Huntington Tumbler Co., Huntington, W. Va.
Indiana Glass Co., Dunkirk, Indiana.
Jeannette Glass Co., Jeannette, Pa.
D. C. Jenkins Glass Co., Kokomo, Ind.
Lancaster Glass Co., Lancaster, O.
Libbey Glass Manufacturing Co., Toledo, O.
Lippincott Glass Co., Alexandria, Ind.
McKee Glass Co., Jeannette, Pa.
Maryland Glass Co., Cumberland, Md.
Monongah Glass Co., Fairmont, W. Va.
Mound City Glass Co., Lumberport, W. Va.
New Martinsville Glass Mfg. Co., New Martinsville, W. Va.
Paden City Glass Mfg. Co., Paden City, W. Va.
Phoenix Glass Co., Monaca, Pa.
Pittsburgh Lamp, Brass & Glass Co., Pittsburgh, Pa.
Potomac Glass Co., Cumberland, Md.
L. E. Smith Glass Co., Mt. Pleasant, Pa.
United States Glass Co., Pittsburgh, Pa.
Utility Glass Co., Lonaconing, Md.
Westmoreland Specialty Co., Grapeville, Pa.

Associated Glass Manufacturers of the United States

"BE IN PITTSBURGH IN JANUARY"

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

ANNUAL Turkey Day gave the retail crockery and glass business three days of good selling early last week. All State Street stores featured Thanksgiving specials for the week, and the reports of business done on these specials was gratifying. Saturday of last week marked the opening of the real Christmas buying rush. Throngs were in the loop making their gift purchases, and the department stores served the largest crowd they have had any day this year. With such a good start on Christmas buying, the department heads of the big stores are now expressing the opinion that the holiday trade will equal, if not exceed, the good days just following the close of the war.

Salesmen from the Chicago office of the Fostoria Glass Co., headed by Harry G. Dalzell, left this week for the factory, where they will "sit in" at the annual conference of the salesmen and executives of the company.

"The House of Quality," to be conducted by T. H. Butcher and W. F. Jones, will be opened in the Heyworth Building the first of the new year. Mr. Butcher and Mr. Jones will represent in the Chicago territory the Central Glass Works and the Paden City Glass Manufacturing Co. 'Phone will be Central 5125.

Plans for the entertainment of buyers visiting the Second Chicago Exhibit of the Glass, Pottery, Lamps and Housefurnishings Association, to be held February 5th to 17th, 1923, at the Congress Hotel, were discussed at a rousing meeting of the Entertainment Committee held at the Chicago Athletic Association clubrooms Tuesday evening, November 21.

Oscar W. Eckland, chairman, was host to the members of the committee at a course dinner which preceded the business session. Those present were Oscar W. Eckland, S. J. Natkin, Henry Von Hagel, J. H. Ling, Frank Burch, F. B. Tinker, E. M. Meder, B. H. Welsh, D. E. Crum and J. W. Power.

While the details of the general plan for the entertainment of visiting buyers were not worked out, the committee made considerable progress in outlining the plan and at the present writing it may be said that the entertainment program will be one of the outstanding features of the show. The entertainment committee will make full use of the many exceptional facilities which Chicago enjoys for entertaining visiting buyers, and the program will be of a nature to appeal to the many varied desires of those who will attend the exhibit.

Many additional applications for exhibit space from prominent manufacturers are being received at the secretary's office, and there is no question but that the Second Chicago Exhibit will surpass the First Chicago Exhibit held last winter, which was considered a great success.

"Ed" Hill, of the Duncan & Miller Glass Co., was in Chicago on business recently. F. L. Tignor of the Zane Pottery Co., Zanesville, O., displayed his line at the Palmer House a week ago.

OBITUARY

Edwin L. Braun

Edwin L. Braun, who passed away Nov. 19 last, was one of the organizers of the Great American Art Mfg. Company of Chicago, makers of lamp shades and gift novelties. He was a pioneer of the process of photo-engraving, and it was he and his brother who made the first zinc etchings and half-tones in Chicago, and without this method of picture making by the zinc and half-tone process, it would have been improbable for newspapers and magazines to have attained the widespread magnitude that they are able to show today. Mr. Braun came of a family of international fame, being a first cousin of Edwin L. Abbey, who painted for the British Government "The Search of the Holy Grail." His grandfather was the inventor of the matrix system now used by every large newspaper in the world. When Mr. Braun suggested years ago to the Chicago *Tribune* the feasibility of printing zinc and half-tone plates in the newspapers, he received only ridicule for his suggestion. Mr. Braun and Mr. Segal were the inventors of the high efficiency parchmentizing and double decorating of lamp shades. This product has created a tremendous stir in the portable lamp field, and it is to be greatly regretted that he was not spared long enough to participate in the success now assured the Great American Art Mfg. Co., who will carry on the work of developing Mr. Braun's inventions.

Business Briefs

F. A. Burke, who has conducted a general store at Red Wing, Minn., for the past fourteen years, has sold out to E. P. Knuston and Peter Carlse, Mr. Burke retiring.

The Tilton Variety Store, Manchester, N. H., has opened with many special offerings.

A new Kresge Five-and-Ten Cent store has been opened on S. Main street, Dayton, O.

CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25
Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591
Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51
Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43
Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405
Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

A few words in this space will bring in many dollars
Phone Wabash 860

THE HAEGER POTTERIES, Inc.
Pottery of Distinction
Dundee, Illinois
Chicago display with
W. C. OWEN
17 No. Wabash Ave.

FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

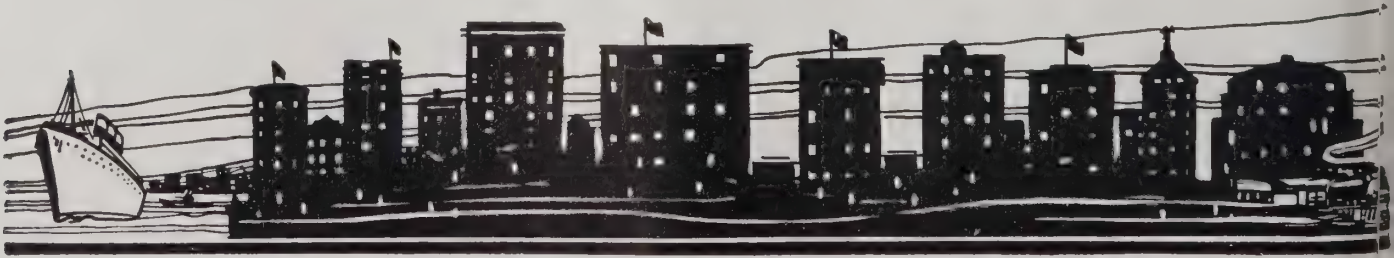
KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258



CHICAGO

READY TO SERVE
BUYERS OF
CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

DARRAH & CONWAY CUT GLASS CO.

6 N. Michigan Ave., Chicago
Light cut stemware and tumblers.
Room 1206 Towers Bldg.
Telephone State, 7263

While in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.

CHICAGO

Visit the
2nd Annual Exhibit
of
GLASS, POTTERY
LAMPS AND
HOUSEFURNISHINGS
at the
CONGRESS HOTEL
Feb. 5-17, 1923

More than 300 lines were on exhibit last year and over 1500 buyers were in attendance. An event no buyer can afford to miss.

JOYCE ART STUDIO

Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
Phone Austin 1500
5006 WASHINGTON BLVD.

FOSTORIA GLASS CO.

Chicago Display, 806-7-8 Masonic Temple
Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
Harry G. Dalzell
Phone
Central 3497.

Ira A. Jones Co.
9 North Wabash Avenue
Chicago

REPRESENTING
Pope-Gosser China Co.
Seneca Glass Co.
Susquehanna Cut Glass Co.
The H. E. Rainaud Lamp Co.
Shepherd Co.
Wood-Art Co.
Evanridge Pottery

EARL W. NEWTON
and Associates Announce
the removal of their display room from the Heyworth Bldg. to larger quarters in
THE BURLEY BLDG.
9 N. Wabash Ave., Chicago

TO LET
Why not Move In?
Rent at Pre-War Level

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046



W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Salesmen for 1923, having a thorough knowledge of the china and earthenware lines. Territory South, Southwest and East. Preference to those having an established trade. Salary and commission. In reply give full outline of recent experience. Fisher, Bruce & Co., Philadelphia, Pa.

SALESMAN experienced in china glass and kitchen equipment first class trade. We operate own shops. Applications confidential. Box No. 224, care CROCKERY AND GLASS JOURNAL.

EXECUTIVE WANTED—Excellent position open for experienced man as Production Superintendent in well established general ware pottery. Will be required to oversee and manage routing of all orders from glost kilns to shipping department, with general supervision over all departments included under above schedule. *Must be quality man.* Box 225, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

MAN of unusual experience in selling china, earthenware, hotelware and kindred lines. Established reputation as a producer. Will consider proposition from first class house from January 1, 1923, to travel New York, Pennsylvania, the New England States as well as Baltimore and Washington. Unquestionable references. Address Box 218, care CROCKERY & GLASS JOURNAL.

British Clay Trade Improving

(*Continued from page 24*)

cently, more particularly as to regions where markets have not hitherto been exploited. For many years the chief countries importing British china clay have been the United States, Germany, France, Belgium, the Netherlands, Scandinavia, Russia, Italy, Spain, and India and on a lesser scale South American countries, notably Brazil, and South Africa and Canada. In the past South Africa, Australia, and other countries imported manufactured products into which china clay enters as a raw material; but the war threw these countries more on their own resources, inducing them to set up manufacturing industries of their own and making them dependent on the raw materials needed for manufacturing.

While the industry is not blind to the danger to the British product caused by the discovery of kaolin deposits in foreign countries, particularly as they may affect the cheaper grades, it is held that English china clay has the advantage of extensive seaboard within cheaper reach of the great overseas manufacturing centers. Moreover, its price, 30s. to 65s., according to grade, and qualities peculiar to English clay provide additional attractions."

August J. Fondeville

(*Continued from page 22*)

stationed while in the service at Walla Walla, Wash. His initial experience in the trade was in 1887 when he went into business with his father manufacturing lamp shades, being located at that time on College Pl., now known as West Broadway. About 1893 he formed a partnership with L. D. Bloch, the concern being known as L. D. Bloc & Co., which firm also manufactured lamp shades. Thi partnership was dissolved in 1897 and Mr. Bloch con tinued the business. Mr. Fondeville then associated him self in the import business with Henry Van Iderstein, th latter having formerly been in charge of the export de partment of William Forrester & Co., importers of glass ware. The new firm was known as Fondeville & Va Iderstine. While they were principally known as im porters of glassware and china, they also handled som domestic goods as well. They soon established them selves as one of the leading concerns in the trade, one o their conspicuous successes being the Portiaux line o glassware. They were located first on West Broadway then Warren St., and then on Murray St. Following th uptown movement they removed to 85 Fifth Ave. I 1917 the partnership was dissolved between Mr. Fonde ville and Mr. Van Iderstine, when the latter retired from the business. Mr. Fondeville continued the business un der the name of A. J. Fondeville & Co. representing various well known factories in France and England. He later took his son Eugene into the business, the latter having been the active head of the firm during his father's illness.

He is survived by a widow, one son Eugene, head o the firm, a daughter, father and one brother.

The funeral was held on Sunday night at his late home Among those who attended the services were Henry Van Iderstine, William S. Pitcairn and Mrs. Pitcairn John J. Miller, W. T. Straub and Mrs. Straub, Jos. F O'Gorman, Howard R. Handy, F. Calvin Demarest an Harry S. Clarke, F. A. Hecker and Miss Sloan from Mr Fondeville's office.

Buyers in New York

(*Continued from page 28*)

DECEMBER 5th, 1922

D. S. Michel, mdse. manager, Wm. Taylor Son & Co. Cleveland, Ohio, 225 5th Ave., Room 814.

Mr. Bourne, mdse. manager, Rike, Kumler Co., Dayton Ohio, Retail Research, 225 5th Ave.

W. H. Hays, representing Sage, Allen & Co., Hartford Conn., care D. G. Alliance, 404 4th Ave.

H. Kirkpatrick, mdse. manager, Eastman Bros. & Bancroft Portland, Me., 276 5th Ave., care C. A. Cook.

F. C. Keffer, china, Kline, Eppihimer Co., Reading, Pa. 432 4th Avenue.

H. M. Troupe, toys and housefurnishings, Clarke Bros. Scranton, Pa., Martinique.

T. A. Keller, housefurnishings, Denholm & McKay, Worces ter, Mass., 240 Madison Ave.

C. W. Carl, representing The Carl Co., Schenectady, N. Y. 23 East 26th St. (Mdse. Reporting Co.)

DECEMBER 6, 1922

S. M. Averill, lamps, Jordan Marsh Co., Boston, Mass., 43 Fourth Avenue.

E. A. Kennets, lamps, J. N. Adam & Co., Buffalo, N. Y., 1 West 39th Street.

A. Harris, mdse. manager, Mendel's, Inc., New Haven, Conn care Baer & Lilienthal, 1150 Broadway.

H. M. K. Malone, mdse. manager, L. S. Ayres & Co., Indian apolis, Ind., Retail Research, 225 Fifth Avenue.

L. B. Elliott, representing, Carson, Pirie & Scott, Chicag Ill., 404 Fourth Avenue.

W. W. Taylor, housefurnishings, D. M. Read Co., Bridge port, Conn., 404 Fourth Avenue. (D. G. Alliance).

J. H. Regan, housefurnishings and toys, Piel Bros., Cam bridge, Mass., Elks Club.

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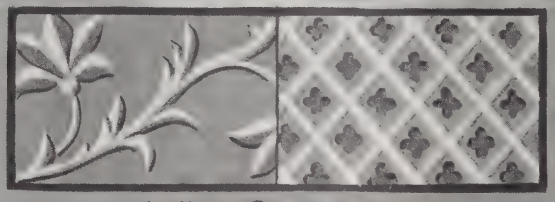
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From the land of the Rajputs

"Vivid Artistry" is the phrase applied to this decoration by one china buyer. The floral panel is derived from an Indian lacquered piece in the British Museum. The lattice effect is daintily done in rich blue and white with the paneling in rose yellow and flowers in natural colors. Gold bands complete a decoration which, while a saleable item at all times, is particularly desirable during the present demand for things Oriental.

K.T. & K
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CHINA



Indian Ornament



DECORATION
21078

East Liverpool Ohio


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VOL. 95 DECEMBER 14, 1922 No. 24

AS THE EDITOR SEES IT

TURNING THE CORNER

FORTY-EIGHT years of service as a publication serving the crockery and glassware trades! That is our record and we believe it is a good one. We rather proud of the long and close friendships which the CROCKERY AND GLASS JOURNAL has made and has nuously sought to keep on its merits—that of pro- ng without petty fear or favor, the welfare of the stries and trades to which our pages are unquali- dedicated.

a yellow copy of the initial issue of the JOURNAL which appeared in the early winter months of 1874, is much that is interesting and one of the two most esting features of that year was the settlement of a ry strike and the attitude of American manufactur- the new tariff passed in that year. In many respects ear in which the JOURNAL was founded closely par- the present, indicating there is at least some truth e old axiom which tells that history repeats itself. human beings react much the same in every year lime to similar conditions and circumstances.

THE tariff was, in November two-score and eight years ago, a topic of much controversy and singularly gh there was likewise a disagreement between em- rs and employes. In a copy of the JOURNAL in 1874 ars a news article which says, "In December the difficulties between manufacturers and pottery ers at Trenton was settled, by the former declaring no further reduction in wages would be made. * * * workers formed a union and among the resolutions the following, 'That we use our moral force with nanufacturers in maintaining the present tariff un- changed, being convinced that it is to our mutual interests to do so.' About one thousand pottery workers were interested in this movement and a skilled workman averaged $18 a week on full time."

FORTY-EIGHT years of progress! We are proud of the achievements of the crockery and glassware industries, and as they have so greatly expanded so have the opportunities of its oldest trade paper grown to serve a larger number of readers. Today there is something like six hundred and eighty potteries in operation, representing a capitalization of $133,515,940, paying $59,640,000 in wages, and whose annual products are valued at $108,-250,220. Today there are over 371 glass factories, capitalized at $215,680,436, paying $87,526,625 in wages, and whose products per annum are valued at $171,103,956. The population of the country when the first issue of the CROCKERY AND GLASS JOURNAL was published was 38,-558,371; today it is 105,683,108. Because of this great increase in consuming power, and despite the great increase in domestic production, imports of china, earthen and stonewares amounted to $12,522,436 in 1921, contrasted with $6,015,945 in 1874. The CROCKERY AND GLASS JOURNAL is turning the corner leading to the half century mark. But more important is the wealth of evidence in this number which indicates that, in turning the last corner in the year 1922, we are soon to enter the broad highway of a bigger and better year that lies before. Industry and trade have absolutely discounted the past and we should all face the future with optimism. We are decidedly bullish on American industry and trade and confident of the future. Greetings!

Early American Ceramic Art

By C. H. Madison

EXCEPTING aboriginal pottery, which was moulded by hand from coarse clay mixed with sand and broken shells and imperfectly baked, the potter's art was probably practiced in Virginia by the earlier immigrants. Small potteries sprang up to supply the modest requirements of the colonists and consisted for the greater part in coarse earthenware cooking utensils. Crude wares of this kind were made in considerable amount, but no record has been kept of any of these primitive kilns. Previous to 1649 a small group of potters did a good business in Virginia, and the first Dutch settlers in New York brought a practical knowledge of potting and, it is said, produced ware comparing favorably in quality with the well-known Delft ware.

Daniel Coxe of London and, afterward, Governor of West New Jersey, was apparently the first to make white ware in the Colonies, and was instrumental in the establishment of a pottery at Burlington, N. J., before the year 1685. In 1685 Thomas Miles made a white stoneware of pipe clay procured at Shelton, and a few years later a potter named Astbury made white stoneware in the same town, making use of a salt glaze.

If we may accept tradition, china clays were first sent to Europe from North Carolina, two centuries ago. From the Smoky Mountains, legend says that the Indians carried it to the coast, the clay being known to them as "unakah." Before the manufacture of china in America, English potters were using our native china clays, and a patent was taken out in 1744 by Edward Heylyn, Bow, England, in which it is stated that the material used in their invention "is an earth, the product of the Cherokee nation in America, called by the name *unaker*."

In New York, a stoneware factory was established at "Potter's Hill," near the "Fresh Water Pond," back of the old City Hall, about 1735, by John Remmey, who came from Germany. This pottery appears on an old map of New York, printed in 1813, as Remmey & Crolous. John Remmey died in 1762 and the business passed through three generations and was continued until about 1820. About 1810 Henry Remmey, brother John Remmey, 3rd, went to Philadelphia and started stone ware plant which has continued down through years to the present day.

Early specimens of slip-decorated pottery and incis red ware were probably made in many of the potter in Montgomery County, Pa. The oldest dated spe men is a fifteen-inch dish, three inches deep, now in t Pennsylvania Museum, Philadelphia, dated 1762. brown, glazed earthenware tea-caddy, five inches squ and inscribed "Esther Smith, Her Tea Cannister, Se 6th 1767," is another of the early specimens of Ame can workmanship. The front is covered with yell slip, cut away to show crude designs. But perh the most interesting dish in the Pennsylva Museum is embellish with a conventional sign of tulips in wh and green outlined wh lavender, on an ora ground. This specim is remarkable for size, light weight a perfect condition. It measures seventeen one-half inches in dia eter and possesses a double band of insc tions in low Germ and the date 1769.

A two-handed pul mug, nine inches height, made of lig red-glazed pottery, is also an interesting co tribution to early Amer ican ceramic art. On one side of this antiq is scratched the Amer can eagle beneath the glaze, with the word "Liber above. On the opposite side appear the initials PK and "May 5the, 1809." On the bottom, scratched in the clay, is this inscription, "Phillip Kline, his Mug May 5the, 1809." The maker of this mug had a brick yard and pottery for common ware in Bucks County and, while it is not a strictly slip-decorated ware, it is a curious specimen of incised pottery, made in much the same manner as the puzzle mugs which have been made in England for two centuries.

John Leidy, a German, made a slip-decorated ware over a hundred years ago near the present village of Souderton, Pa. Two interesting specimens are extant and consist of elaborately ornamented dishes, each fourteen inches in diameter. One is two and one-half inches deep,

THE development of the pottery industry in the United States is by no means an uninteresting story. Neither is the potter's art in our country a comparative new branch of industry. While lacking the broad development of the industry in England, France and Germany, it can be clearly traced back to almost as early a date. In fact, the development of ceramics in the United States quite closely parallels the development of ceramics in England. That it has failed to achieve the highest success which is generally conceded to foreign manufacturers, may be questioned, but the results attained by the early pioneer potters are none the less important, or interesting upon this account. The importance of these pioneers to improve American made wares has assuredly contributed generously to the growth of the industry to its present important expansion at the present day. Something of this importance may be quickly seen by comparing the production of domestic ware when the *Crockery and Glass Journal* was founded in 1874. Forty-eight years ago there were 148 kilns in seven states producing ware valued at $4,440,000 per annum. In 1919, when the last Government census of manufacturers was taken, the production of pottery for that year was valued at $74,919,186.

wh flat bottom and sloping sides, and is adorned with fl al designs carved in the yellowish slip. It is covered wh a green mottled glaze and bears the date of Novem- bl 9, 1796. The other dish is traced with white, green af dark blue slips, on a bright red body in convention pt erns, with bands of white around the margin. This s lated October, 1797. A slip pitcher and bowl was m le by John Nase at a pottery near Tyler's Port, Pa. In the possession of the descendants of John Nase are be n slips and incised wares in the form of plates, mugs,



hotos, Courtesy Metropoliton Museum of Art

Of of the very early examples of American sgraffito ware is this hing dish bearing the date of 1791, but without bearing the potter's mark

ve etable dishes and other utilitarian forms. One con- sis of a small pie plate with sgraffito decoration, show- in a leaping stag and spray of conventional flowers. Th inscription is in Pennsylvania German and is dated 184. Joh Nase was a skillful craftsman, as may be at- te ed in some of his finer work. A sugar bowl and sm ll creamer with twisted handle, is extant, decorated wh dotted figures and festoons of yellow slip and cov- er with a heavy, rich, dark brown glaze. The bowl is ounted with a lid built up into a crown shaped orna- m t by the coiling of thin ropes of clay into scrolls, and be s a close resemblance to some of the early English po et-pots.

t another pottery near Tyler's Port, was that owned by acob Scholl, where incised ware of good quality was m ufactured. Among the pieces extant are plaques en ellished with floral designs and dated 1831. One in resting example is a plate unglazed, with the excep- tio of patches of green applied to petals. A large pie di from the Scholl pottery contains the incised design of a large eagle which covers the entire surface. In ea of its talons it grasps a spray of flowers and in its eak it holds a scroll on which is inscribed the words, " berty in the year 1832." In the possession of one of Scholl's descendants is a pair of covered jars of ar tic proportions and ornamentation. In the yellow sli which covers the surface, bold floral designs are en- gr ed and the leaves and petals are tipped with green an blue pigments under the rich glaze.

mong the earliest pottery works in America was the te a-cotta works operated by Abraham Hews in Wes- to Mass., previous to 1765. The ware consisted of ho ehold articles, bean pots, pudding and milk pans, jugs, etc., and these were usually sold in exchange for merchandise, which formed the basis of barter in those early days. The clay used at Weston for some years was brought from Watertown and at a more recent date, from Cambridge.

The first serious attempt to make fine china in the United States was the establishment of a pottery in Philadelphia in 1771. A flint glass manufacturing plant was also erected during the same year. In an old newspaper the following interesting advertisement, one of a series of announcements, appears in the latter part of 1769: "New China Ware—Notwithstanding the various difficulties and disadvantages which usually attend the introduction of any important manufacture into a new country, the Proprietors of the China Works, now erecting in Southwark, have the pleasure to acquaint the public, they have proved to a certainty, that the clays of America are productive of as good Porcelain, as any heretofore manufactured at the famous factory in Bow, near London, and imported into the colonies and plantations, which they will engage to sell upon very reasonable terms; and as they purpose going largely into this manufacture as soon as the works are completed, they request those persons who choose to favor them with commands, to be as early as possible, laying it down as a fixed principle, to take all orders in rotation, and execute the earliest first; dealers will meet with the usual encouragement, and may be assured, that no goods under Thirty Pound's worth, will be sold to private persons out of the factory, at a lower advance than from their shops, etc."

Among early American potters were Thomas, John and Paxson Vickers, who manufactured earthenware in



A very interesting specimen of a sgraffito plate of early American workmanship. It is inscribed "Andrew U." and bears the date of February 28, 1810

Chester County, Pa., for an uninterrupted period of seventy years in West Whiteland and until 1865 in Uwchlan, making not only common pottery, but fancy vases and ornamental figures of much beauty. In Connecticut also stoneware and earthenware was manufactured, one well-known pottery being at "Bean Hill," near Norwich, where the famous money bank for chil-

dren was manufactured. Several of this are extant and bear various dates from 1794 to 1812. During the early nineteenth century the Central New York Pottery was established at Utica, N. Y., by a Mr. Nash, and in 1840 became Noah White & Sons, and in 1880 again changed to N. A. White & Son. Coarse stoneware, such as crocks, jugs and jars, were the original products, and the plant is now in operation, turning out a high grade stoneware.

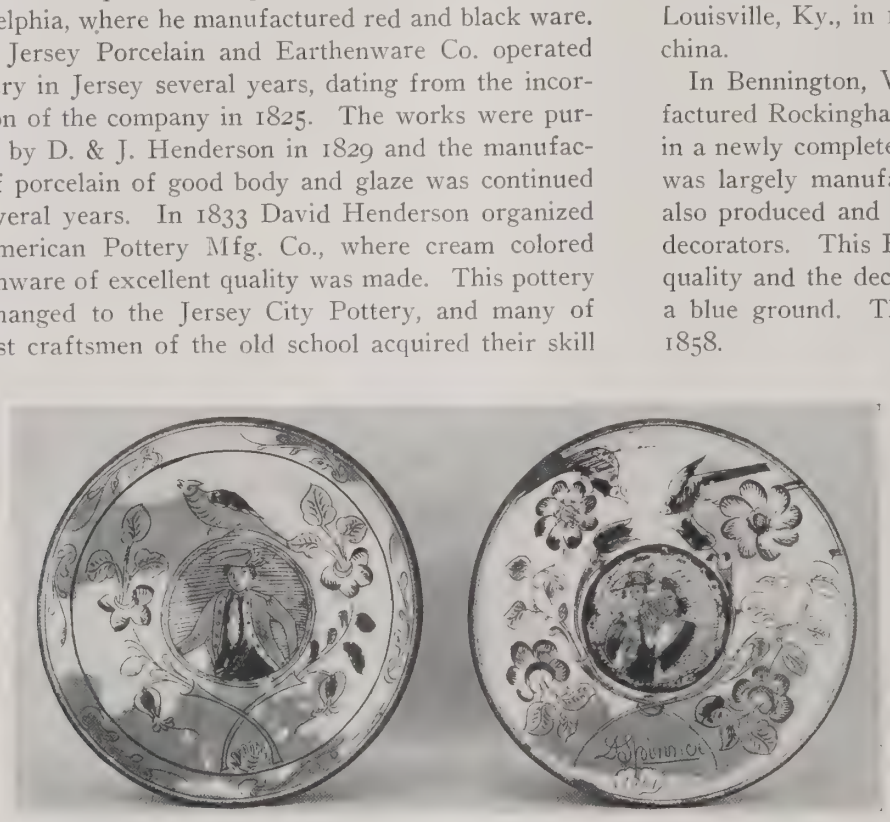
During the year 1811 Daniel Fretag was making in Philadelphia a fine quality of chinaware and in 1817 David G. Seixas manufactured an imitation of the Liverpool white crockery from native American clays with great success and continued in operation until 1822. Porcelain of a fine grade was made in New York City early in the 19th century by Dr. Mead, but how long the plant was in operation is not known. In 1812, Thomas Haig, a Scotchman queensware potter, started a pottery in Philadelphia, where he manufactured red and black ware.

The Jersey Porcelain and Earthenware Co. operated a pottery in Jersey several years, dating from the incorporation of the company in 1825. The works were purchased by D. & J. Henderson in 1829 and the manufacture of porcelain of good body and glaze was continued for several years. In 1833 David Henderson organized the American Pottery Mfg. Co., where cream colored earthenware of excellent quality was made. This pottery was changed to the Jersey City Pottery, and many of the best craftsmen of the old school acquired their skill in this plant. The wares of this plant consisted largely of ornamental pieces in white biscuit and glazed ivory white.

Although a number of partially successful attempts had been made to manufacture porcelain in America, William Ellis Tucker of Philadelphia is probably the first to supply the domestic market with a pure American product. He commenced his investigations without previous knowledge of the composition of ware, but he succeeded in a few years in producing porcelain equal to the best which England produced. His body possessed the characteristics of both the French and English and seems entitled to be classed as a hard porcelain. William Ellis Tucker died in 1832, but before his death Judge Joseph Hemphill was admitted as a partner and the business was carried on under the latter's name. The body and glaze of Tucker's chinaware was go but the decorations were inferior, and Hemphill brou artists over from England, France and Germany, a the ware had an extensive sale among the well-to- Much of the table ware produced at this pottery w made to order and decorated with initials, monogra etc. Among the ornamental table pieces were vases a pitchers following closely the forms of Sevre ware. T pottery was operated for some thirteen years and w was discontinued in 1838.

Prominent among the long list of potters who have c tributed to the development of American ceramic was Perine, who established a stoneware establishm in Baltimore in 1827; Isaac Spiegel, who made Rocki ham black and red ware in Philadelphia in 1837; J Hancock, who erected a factory at South Amboy, N. in 1828, and the Lewis Pottery Co., incorporated Louisville, Ky., in 1829, to manufacture queensware china.

In Bennington, Vt., the United States Pottery ma factured Rockingham yellow and white wares and pa in a newly completed plant in 1849. White granite w was largely manufactured, but soft paste porcelain also produced and artists from Europe were secure decorators. This Bennington parian ware is of exce quality and the decorations in raised figures in whit a blue ground. The Bennington pottery was close 1858.



Sgraffito Plates by David Speeler. The firm of Speeler & Taylor was the pioneer pottery firm of Trenton. Both Speeler and Taylor were employed at the Goodwin plant at East Liverpool and started a yellow ware factory in Trenton in 1852. An attempt to make Parian and moyolica ware was unsuccessful

The American Porcelain Mfg. Co., Gloucester, N. J. and its successor, the Gloucester China Co., incorporated in 1857, produced a good quality of ware but of rather indifferent workmanship and glazing. At the Southern Porcelain pottery, near Augusta, Ga., white granitian and cream-colored wares were manufactured during 185 from Georgia clays.

In East Liverpool, the Bennett brothers established the pioneer pottery in this now famous section. Yellow ware and Rockingham of attractive quality was made here and here was originated the famous "Rebekah" vase in 1851. Parian and Beleek wares were also produced and for a short time in 1886 egg-shell china tea ware was manufactured. In 1840 Benjamin Harker, Sr., established a pottery in East Liverpool, for the production of Rockingham and yellow wares. The manufacture o

ese wares were discontinued in 1879 and white granite are exclusively produced. Many of the older potters the East Liverpool section learned the trade in the arker establishment.

Isaac Knowles and Isaac Harvey in 1854 began the anufacture of yellow ware in a single kiln which was ed in turn for bisque and glost ware. The manufac- re of Rockingham was later added and with the en- ance of John N. Taylor and Homer S. Knowles in the m in 1870, white granite ware was produced. Many tistic pieces for exhibition at the Chicago Fair were oduced, among them being vases in pate-sur-pate dec- ations and vases in translucent bone china body covered th a soft glaze which the manufacturers called "Lo- s" ware.

In 1868 the pottery of C. C. Thompson & Co. was es- blished, and one of the first to produce artistic com- ercial ware in East Liverpool was Homer Laughlin, no manufactured some underglaze stoneware cups and ucers, which were decorated by Edward Lycett in 79. The Dresden Pottery Works of the Potters' Co- erative Co. were established in 1876 to produce iron- one china and decorated table ware, and the American ottery Works of Sebring Brothers were founded in 87.

The pottery industry in Trenton, N. J., may be said begin with the establishment of the pottery of Taylor id Speeler in 1852 to manufacture yellow and Rock- gham wares. In 1863 John Moses rented a two-kiln ant and began the manufacture of cream-colored ware. t this time but one man in Trenton understood the deco- ting art, and he did all the decorating for the ten pot- ries then in operation. First plain color bands were troduced, then gold lines and gradually the more elab- ate decorations were introduced.

John Hart Brewer, who entered the firm of Bloor, Ott Booth, in 1865 first attempted the manufacture of Beleek" egg-shell china in 1882, and after many years experimenting, this famous ware was developed. The are now made by Ott & Brewer entirely from Ameri- an materials is characterized by extreme lightness of ody and by the rich iridescense of the glaze and a large ariety of this porcelain is produced.

The Burroughs & Mountford Co. began business in renton in 1879 in the old Eagle Pottery, producing trified thin, hotel china and decorated table ware, mak- g extensive use of underglaze printing. By the em- oyment of mechanical processes, decorations imitating spensive hand painting were produced at greatly re- uced cost, and the vases after Doulton, Royal Worces- r, etc., are very striking. The Greenwood Pottery es- blished in 1861 made white stoneware until 1876, when e manufacture of vitrified and translucent hotel china as commenced, and later thin table china of high qual- y was produced.

The International Pottery, founded in 1878, produced ream-colored and white wares, and with the retirement f James Carr and Edward Clarke, his partner founded e International works. William Burgess and John A. Campbell purchased the business in 1879. Porcelain was made here previous to 1888, when a new body was produced which has achieved great success. The Willets Mfg. Co. also manufactured Beleek ware at an early period, and their vases and fancy wares are well known, as are the underglazed decorations in dinner ware. In 1889, The Ceramic Art Co. was established and their Beleek and "Indian china," carved vases, etc., are well known. The Empire Pottery was established in 1863, and manufacturd porcelain table ware and decorated wares largely in white granite body. In 1868 the Mercer Pottery Co. was organized to produce semi-porcelain wares and is now one of the leading manufacturers of hotel wares. But these are but a few of the many potteries in the Trenton district.

The New England Pottery Co., Boston, founded in 1854 to make Rockingham and yellow wares, has produced excellent cream-colored and white granite ware and later developed a semi-porcelain ware finished and decorated in the manner of Doulton, and Worcester. A two-handled cracker jar with body of polished ivory and decorated with corn flowers with foliage in natural colors and with fluted base in delicate blue with fleur-de-lis pendants in relief gold, may be cited as one example. Semi-porcelain vases of graceful form and decorated with bronze leaf scrolls, and a stone porcelain chocolate jug, with body covered with a fine blue glaze, on which the decoration of a bird and bug on a hawthorn bush is applied in raised white enamel, shoulder being finished with relief gold and gold rosettes.

At the Philadelphia City Pottery, established in 1868, many old English forms were produced, prominent among them being the "Toby" ale jug and the cow creamer. The Union Porcelain Works at Greenpoint, Long Island, produced ware with English bone body, but when the pottery was purchased by the Smith brothers in 1864, this was discontinued and a hard kaoline body made exclusively. This pottery produced many distinctive fancy pieces, such as vases, tea sets and busts. At the Chelsea Ceramic Art Pottery, Chelsea, Mass., founded by Alexander Robertson in 1866, brown ware similar to the lava ware made in England and Germany was first undertaken. Later flower pots was made exclusively, but this was abandoned about 1875 when red bisque ware, in imitation of antique Greek and Pompeiian bronzes, was produced. This ware was distinguished by its fine texture and smooth finish, and some of the vases were decorated with red figures on a black ground. Inlaid, hammered and embossed pottery, chiefly vases, was also produced.

The Phoenixville Pottery, established at Phoenixville, Pa., in 1867, was taken over a few years later by Schreiber & Co., who made yellow, Rockingham ware and terra cotta ornamental pieces. Beerbower and Griffen took over the pottery in 1877 and, after making white granite ware for a short time, the manufacture of "Etruscan" majolica ware was added. This ware became widely known, the modeling of the best examples being most

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ANTON LANG

The World Renowned Impersonator of Christ in the Oberammergau Passion Play in His Pottery Work Shop

Art in Industry

A Survey of the Present Situation Existing in American Art Industries

By Charles R. Richards

WITH the object of obtaining accurate data as to standards of designs and the conditions that at present operate to limit these standards, an ıstrial art survey has been conducted under the ıpices of the National Society for Vocational Educa- i. and the Department of Education of the State of N v York. The report contains a large amount of use- ul information on the subject, is particularly well writ- e and published in an attractively printed volume of i hundred pages by the Macmillan Co., New York. As a rge number of our readers are interested in the sub- e we reprint herewith the interesting chapter covering h ceramic art, which contains much that is of real value.

The range of commercial c amic products runs all the w y from the once-fired, un- g zed clayware with opaque, p ous body, hardened at a c nparatively low heat, to t e porcelain made from fine k lin, quartz and feldspar, fi d at an intense heat and r ulting in a translucent p duct. True porcelain is n made in America except f chemical and electrical p rposes. Our decorated w res are double-fired prod- u s intermediate between the a ve in hardness and trans- l ence. Earthenware, like f ence and majolica, has a p ous body covered with e her clear or colored glaze. T e body is fired first to the r quired strength and density a d is then covered by the g ze which, in turn, is fired, b t to a lower degree of temperature. When more in- t se fires are used, with some modifications in propor- t n of materials, the ware becomes stronger and more d se, reaching the condition known as vitreous. Car- r d a step further in temperature and in refinement of m terials the ware acquires such a degree of vitrification a to produce translucence. This is the product known i America as china and used for table ware. It is with t s product that the present study is concerned.

Decorative effects in pottery may be produced by the f m of the object, by modeling, or by glazes. Glaze d oration may be achieved through solid colors or by p ychrome ornament. The latter effect may be obtained e her by over-glaze, as is most common, or under-glaze decoration. Over-glaze decoration is made with vitrifiable colors, which are fixed at temperatures below that at which the foundation glaze is matured and requires a special firing for completion of the ware. Under-glaze decoration is limited to such colors as will withstand the heat of the glost kiln. Such colors, while limited in number, are more durable than those used over the glaze and are commonly used in the decoration of hotel china.

Table china is decorated in large part by the decalcomania transfer process invented by a Frenchman, Masse, about fifty years ago. In this process the design is printed upon special paper with ceramic colors instead of ink and is then transferred to the ware by pressure with the fingers. Transfers are produced by two processes, one by printing from an engraved copper plate and the other by lithography. The copper-plate method is used when only one color is desired, or at the most two, and is largely confined to printing on biscuit. Lithography is the usual method employed in over-glaze decoration. Lines and single color bands on circular pieces are made by placing the piece on a whirler and applying colors with a brush. A considerable amount of expensive table china is decorated in whole or part by hand. Two of the china concerns studied maintain their own lithograph plants for the production of decalcomania. The others either have their designs put into lithographic form by outside establishments or depend upon the purchase of decalcomania from importers or studios.

THE artistic limitations of our present conventions are obvious and it would seem to be true that little scope for design will be afforded in our table china until we develop greater love for color as a people and the courage to deal with our table furnishings as an opportunity for the creation of color harmonies comparable to those sought for in other phases of interior decoration. It is only in this way that our table china can become a rich field for the designer and an element of decorative effect in our homes. It is true that in our summer homes we are beginning to indulge ourselves more in this element of color in the table ware and to make use of the earthenwares of Spain and England, the majolica of Italy, and the peasant potteries of France, as well as the products of China and Japan. This tendency will perhaps in time make itself felt in the matter of our regular table ware, and the time may come when we are no longer afraid of using plates on our tables making generous and appropriate use of color.

Demand for Designs

The demand for close imitations of French and English china results in these products furnishing the main supply of motives for American designs. The demand for new designs comes to the establishments through various sources—through salesmen, through jobbers, through interior decorators or through buyers for department stores. In addition to meeting the demands brought to the firms through these sources, many firms make a practice of adding a few new patterns every year on their own initiative. Most of the hotelware is special-order work. When the demand is brought to the firm through salesmen they

usually send in examples of the "best sellers" from all over the country, and these examples of chinaware largely determine the style to be followed in preparing new designs.

The value of foreign decorated china imported into the United States in 1920 as given by government authorities was $6,262,249, on the basis of import figures. This ware is said to sell in the American market for approximately three times the value given in the government tables. This would mean a displacement value of $18,786,747. Domestic production during the same year including both white and decorated ware was valued at $11,341,593.

There is usually a modeler in the production establishment who defines the form of new pieces, giving special attention to balance and proportion. In this respect French china has long been pre-eminent, and American designs have to a large extent copied these models. Since the establishment of a factory in Limoges by Charles Edwin Haviland, the designs of French china have to a very large extent catered to the taste of the American market. The character of the dinner sets made in Limoges for this country, with their various sizes of plates, are quite different from the ware made for the French market.

Ten firms manufacturing chinaware and three which specialize in the production of ceramic decalcomania were surveyed. Two of the chinaware firms employ no designers for surface decoration and depend entirely upon the purchase of decalcomania for their designs. Nine designers are employed in the eight remaining chinaware establishments. Two firms depend entirely upon their own designers to produce designs, while two firms report that designs are purchased from free-lance designers and six that decalcomania sheets are purchased from outside sources. Twenty-five designers are employed in the three decalcomania establishments studied, but in the case of two establishments the production of ceramic designs forms only a portion of the work of these designers.

A large part of the decalcomania used in America before the war was imported from Europe, principally from Germany, England and France, and much still comes from these sources. One representative states that practically all of the decalcomania sheets used in his establishment are purchased from English companies. A few expert designers in Paris are said to furnish a large share of the original motives for delcalcomania production. Delcalcomania made abroad is produced in specialized lithographic establishments in which a force of designers is employed who develop compositions largely inspired by the work of the above mentioned artists.

Records were obtained from three decalcomania establishments. The representatives of these concerns state that they purchase a considerable proportion of their designs from outside designers. It is stated that the ordinary price paid by these establishments is $10, but that the prices range from $5 to $50 and even $100. Most of these designs are said to come from European sources, not because the representatives consider them superior, but because European designs are still considered superior by the trade. Seven representatives of firms manufacturing chinaware expressed the conviction th the system of purchasing decalcomania designs satisfa torily meets the needs of their trade.

New Designs Defined

Usually a member of the chinaware producing fir either alone or in conjunction with the designer or sa manager, defines the general character of new desig In one firm the designer himself evolves the style to followed. Study of the import trade and contacts w museums and books is said to be the sources of inspi tion for new designs. In each instance it was repor that the person or persons who define the style were veloped in the trade without art-school experience.

In the case of decalcomania manufacturers, the mand for new designs usually comes from the ma facturer, who, to a large extent, obtains his suggestio from European designs. Prospective buyers sometir send in samples of ware, photographs, magazine c pings, or pieces of textile fabrics containing motives be used in the designs.

In some instances the finished design is submitted the salesman to his customers before it is accepted by decorating department. When accepted it is later u as a guide in the work of transfer and it goes to plate maker, who may be either an engraver or lith rapher.

Training Designers

It was found that the head modelers in the establi ments studied had all been developed through practi experience. In a number of instances attendance u evening art classes was reported. Of the nine decorat designers employed by eight of the manufacturing fir six were trained wholly in the United States and thre Europe. Of those trained in the United States two tended day art schools, two were trained in commer practice supplemented by study in evening art classes. those trained in Europe two attended day and one tended an evening art school while serving an apprenti ship in engraving.

The establishment representatives state that no beg ners direct from art school are employed. It is repor that this has been tried in one or two instances but with success because of the student's lack of practical kno edge and the impatience of the experienced designer. one establishment beginners direct from art schools employed in the craft department and designers chosen from among those workers who have serve number of years in the trade.

The majority of the establishment representati report that the work of designers employed regul tends to improve from year to year. Current art lit ture, books and advertising material are furnished th establishments to inspire designers. One representa states that the continued requests from customers better designs is sufficient to stimulate the designe further and constant development.

The three decalcomania establishments studied em a total of twenty-five designers, twelve of whom w

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Pottery Manufacture in India

What Modern Methods in Pottery Production Are Achieving in Developing the Ceramic Industry in the Far East

THE origin of the potter's craft in India is shrouded in mystery. Frequent allusions are to be found in the Vedes, especially in the Rig Veda, to earthen essels used by the Hindus. The water-pots represented the sculpture of the Buddhistic monuments testify to e antiquity of the craft. It is not known when glazed ottery was introduced into India. The tradition is that was brought from China through Persia by the Afghan oghuls through the influence of Tamerlane's Chinese ife, writes S. Deb, general manager of the Bengal Potries, Calcutta, India, in the Journal of Indian Industries id Labour.

In modern times the potter's art has developed into a ist and varied industry. The old method of making a w kinds of household ensils has given place a new system of manucture which produces ith scientific and ecomic efficiency, various asses of articles having wide range of usefulss. Since the beginning the 19th century, the fferent branches of the ramic art have been ited by the substitution the principles of science r traditions and secrets manufacture, whereby e craft has been transrmed into an industry d the privilege of the w has been placed at the sposal of the all. The rmans introduced meanical presses and kilns d at high temperatures, ich led to the manufacture of bricks of the best quality. etallurgy and chemical engineering have been able to ow such rapid progress chiefly owing to the excellence refractory bricks and tiles produced by the ceramic lustry. The introduction of glazed earthenware wall s has marked a new epoch in the history of Indian pot y. The manufacture of porcelain, the last word in the amic industry, has been greatly developed and perfec since its production by Boltcher in 1709.

India has made scarcely any progress in this important ustry. The village potter continues to spin his primie wheel in the same old fashion as his forefathers did ny centuries ago. No attempt has been made to imve his wheel or to change his method. The industry grossly neglected. Mr. McDonald, who may justly be led the pioneer of modern pottery in India, started first to manufacture bricks at Raniganj by the middle of the last century. In spite of all his attempts he failed in his adventure, and Burn & Co. took up the work and developed it. Their works are turning out high-class terra-cottas, stoneware pipes, and refractories by modern methods, and are widely known all over the country. These industrial pioneers had to face great obstacles in introducing their products into the market, owing to the prejudice of the people against country-made articles. But they did succeed at last by the merits of their products and their perseverance. The manufacture of unglazed pottery developed in other provinces, especially in Madras, where modern factories have sprung up and are making roofing tiles of very high quality. Several factories in Bengal have been started, inspired by the success of Burn & Co., and it is gratifying to note that refractories, such as fire and silica bricks, are being manufactured in the country which can compare favorably with the imported article. The manufacture of glazed pottery has been very poorly developed in India. Before the application of modern scientific methods of manufacture, in some potteries opaque and semivitreous articles, covered with a dull glaze and decorated mainly with underglaze cobalt blue colors, were manufactured in Northern India and Rajputana, especially in Moradabad and Jaipur. These articles were used mainly for decorative purposes.

THIS great country and empire of Asia under British rule has an area of 1,766,000 square miles and a population of 294 million, which is about equal to the area and population of the whole of Europe, excepting Russia. The natives of India may be said to have no words of their own to express their country. In Sanskrit it would be called *Bharata-varsha*, from the legendary monarch. However, sanskrit is no more the vernacular of India than Latin is of Europe. So the word India, derived from Greek and meaning "river." has been familiar since the British acquired the country. Manufacturing industries are slowly being developed and, next to agriculture, weaving is the most important industry. The cotton mills of Bombay and the jute mills of Bengal have increased greatly in recent years, but the old industries have declined. The colonies of hand workers in silver, brass, ivory, wood and other crafts have fallen off. An attempt has been made to remedy this by means of schools of art, but with little success. It is interesting to note the progress of the modernly equipped Bengal potteries as told by its manager in this article.

The first serious attempt to manufacture glazed pottery in India was made in the year 1860. The occurrence of kaolin in the Rajmahal hills in Bihar was known to geologists for a long time. This led a Bengali millionaire to start a pottery at Pathurghatta, on the banks of the Ganges, about 200 miles from Calcutta. The deposit at Pathurghatta is one of the finest in India, and the glazed earthenware made out of this material was of the highest quality. But the religious susceptibilities of the people and the backward industrial position of the country at the time when the factory was started gave the death blow to its development, and some time afterward it had to be closed. There exist even to this date the ruins of the kilns and buildings and the scattered remains of this

Work

WE ARE all atoms engaged in the world's work, each doing his tiny part to complete a gigantic whole.

There is a nobility in work too often but little regarded. Work may be looked upon as merely a "job" —an opportunity to kill time till a miracle occur—or as a stepping-stone to ever widening achievement. It may be thought of as the labor of Sisyphus, rolling a stone uphill only that it might roll down again, or the responsibility of Atlas, upholding the world.

Our attitude of mind in accomplishing the task that lies before us determines our well-being. How much happier is the worker who loves the work, who regards its problems as worthy of his best endeavors, who is fascinated by this game of life!

To recognize that one is a link in the great chain of civilization; that when we cannot act as we wish we must act as we can; that the manly part is to do with might and main all we can do, is to give the best that is in us, and make our progress certain.

In the creed of this Store Work is a social service.

—Marshall Field & Co.

neer undertaking. After a long period of nearly forty rs another attempt was made by a group of capitalists, ded by the Maharaja of Kasimbazar, to work another ge deposit of kaolin in the Rajmahal hills at Maugalhat, y near the Pathurghatta mines. With the prepara- of the kaolin the idea of starting a glazed pottery ks was conceived, and the Calcutta Pottery Works e established in the year 1904.

tarting in 1903 from a modest beginning, with but one and a few country potters spinning their primitive els and without the aid of any machinery, the progress ch the works have made since then is worth the atten- of every industrialist who has the welfare of the ntry at heart. Patience, perseverance, and willing- s to invest capital with no immediate prospects of eturn, led to the success of the works. Kaolin, the f raw material, is obtained from Pathurghatta, of ch mention has already been made. It is washed, evigated, at the site of occurrence, dried, and sent to works by rail. Other raw materials, such as felspar, rtz, and limestone, are all obtained locally. The raw erials are very good in quality, and compare favor- with those used in Continental and English potteries. stones are crushed and finely pulverized in the grind- room by means of edge runners. They are then nd in ball mills and mixed in definite proportions kaolin and water in blungers. The product, known slip," is then forced through a filter press, whereby water is eliminated, and the cakes are then kneaded special machine. Different processes, such as throw- pressing, casting, jollying, etc., are employed in the ufacture of different wares. The works at present ialize in the manufacture of insulators, druggists' and ital requisites, laboratory porcelain, and accessories all industrial purposes. The articles, after the manu- uring process, are allowed to dry in the ordinary psphere for a few days before they are "biscuited," baked at a temperature of nearly 800° C. to 900° C. he waste heat of the kilns. The biscuited articles are decorated with underglaze colors, if necessary, and n coating of glaze is put on the surface. The glazed les are then placed in fireclay receptacles, or "sag- ," to protect them from the injurious action of the ke, and fired with coal in special round down- ght kilns at a temperature of 1,320° C. to 1,350° C. firing generally takes twenty-four hours to com- . The articles are allowed to cool inside the kiln two days, when they are taken out, assorted, and d. Some articles are, when required, decorated overglaze colors in special kilns called "muffle ;" at a temperature of about 800° C. The works esent cover an area of over four acres of land. The e factory has been planned on the latest lines. All various departments are housed in separate, well- lated and well-lighted structures, mostly of rein- d concrete. The whole area is connected by broad s, so that every part is approachable by vehicles. new power-house is fitted with oil-immersed trans- ers, by which the high-tension current at 6,600 volts ansformed into 400 volts and 220 volts to suit the motors working in different departments. A railway siding into the factory premises has been constructed by the Eastern Bengal Railway for bringing in raw materials and despatching finished goods. The machinery which has been installed is all of the latest type, and has been imported from different parts of the world to make the works most efficient and up-to-date. All sorts of labor-saving devices, such as lifts, trucks, etc., are also employed. A laboratory fitted with up-to-date appliances for the analysis and testing of raw materials is under the charge of a qualified chemist, who certifies to the purity of the raw materials and carries on researches in new mixtures, glazes, and decorations. The number of skilled workmen at present employed is about 400, out of which about 100 are women, trained in different lines of highly specialized work. A novel feature of the works is the employment of a large number of men and women workers of the educated community. The works provide for the benefit of the workers a provident fund and a co-operative credit society. Free medical aid is given to the workers when they are ill, and there is a relief fund to help them when in difficulty. The company pays special attention to cleanliness and comfort, which keep the workers healthy and contented. Bengal Potteries, Ltd., was floated in the year 1919 and took over the possession of the Calcutta Pottery Works, under the managing agency of P. N. Dutt & Co. The directors of the company, such as the Maharaja of Kasimbazar, Sir P. C. Roy, and others, are all men of light and leading in Bengal, and interested in the industry. The staff consists of a general manager, who is also a director, a works manager, one engineer, a research chemist, a sales manager, and six apprentice assistants. One of the apprentices is a graduate and the others undergraduates. The apprentices do all kinds of manual work in connection with the various processes of manufacture, and are thus given a thorough practical training in the industry. Apart from this, they are allowed to work in the laboratory and are given lectures occasionally on the science of ceramics by the General Manager. The advance made in the manufacture of glazed pottery in India is still very small, and much remains to be done. The spade work has, however, been accomplished by such pioneer manufacturers as the Calcutta Pottery Works and the State Pottery Works at Gwalior. These concerns, being pioneers in the same line, met with the same difficulty as Burn & Co. experienced. Apart from the difficulty of converting the primitive village potter into a modern ceramic worker adapted to the principles of organized factory works, these new concerns had to fight against tremendous odds in introducing their manufactured products into the market in open competition with articles imported from foreign countries. The Calcutta Pottery Works have spent the last fifteen years in this struggle, and now occupy a strong position as the most successful manufacturers of modern glazed pottery in India. A visit to the works will show vividly what science and engineering can do in the way of converting primitive craft into a modern organized industry. These works have, however, touched

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English Porcelain and Earthenware

The Evolution of the Pottery Industry and the Growth of Porcelain and Cream Wares by Famous Potters of Great Britain

By John L. Benson

POTTERY making in England while antedating the invasion of the Romans, and going back to the late Stone and Bronze ages, has generally trailed that of France and Germany. The Romans introduced many innovations by importing Italian and Gaulish pottery and founding many centers of pottery production, such as those at Upchurch, Castor and Uriconium. With the departure of the Roman legions, pottery making practically stopped and the early middle ages passed without much being done, and the potters' art seldom rose higher than that of the tile maker. Monastic tile workers produced artistic work but the customers of the common potter were content with the rudely formed and simply glazed pitchers, flagons, dishes and mugs. The excellence of English pewter ware, undoubtedly acted as a barrier to the introduction of finer pottery and it was only with the importation of Italian, German, Dutch and French wares that the English clay workers were stirred to produce something more artistic.

In early Tudor times there was some importation of Italian majolica as well as of Hispano-Moresque pieces, and the religious wars and frequent intercoure with the Low Countries was responsible for bringing over stonewares from the Rhineland and Delft wares from Holland. Emigrant potters also entered England and established themselves along the side of the Thames on the outskirts of London. The early influence was probably Italian, but was later supplanted by the Dutch and Germans. The early wares manufactured in England so c'osely resemble the German stonewares and the Delft wares of Holland, that it is difficult to tell them apart. The first of the great English potters was John Dwight, an educated man, who obtained a patent in 1671 for the manufacture of certain improved kinds of pottery. History does not disclose where Dwight learned the craft, but when he obtained his patent he was residing at Wigan Lancashire, far removed from the districts where foreign potters had settled and where they formed a little colony of worker

In the year 1673, Dwight established a factory at Fu ham and became active in experimenting, and from not in his diaries he was evidently searching after the the mysterious Chinese porcelain. No grounds exist for t belief that he ever attained his ambition, for his know productions consist of hard-fired red stoneware, such teapots, and mugs in imitation of Chinese buccaros. H also made whitish-gray salt-glazed stoneware in imitatio of the wares from the Rhineland and produced a larg number of portrait-busts, statuettes, and so on. The were made in stoneware of various tints and their artist merits entitle him to be ranked as a potter of the highe order.

During this time the manufacture of tin-enamelled po tery, in the style of Delft ware, was being carried on the south side of the Thames, particularly at Lambet and by the end of the 17th century, the same imitation Delft wares were made at Bristol and Liverpool. The potteries were continued until the closing years of the 18 century, when cream-colored earthenware was introduc The body of this imitation Delft ware was hard and der and the decoration is usually painted in cobalt blue good depth, though inferior in richness and softness tint to that of the best Delft pieces. Some polychro decoration was done but it was not common, and it d fered from the work of the Dutch in the prevalence pale yellow and the absence of strong red color. Germ stoneware also received much attention long before



Photos, Courtesy Metropolitan Museum of Art

Cup and saucer made in Bristol in 18th Century. This is a feltspatic ware, resembling in color and texture that of Chinese porcelain, but made wholly from materials found at Cornwall

time of Dwight, and Fulham remained an important ter of stoneware manufacture and a fine brown stonew was made at Nottingham as early as 1700, as both ty continued down to the present day.

The greatest development of English pottery, howe took place in North Staffordshire, where a growing m munity of peasant potters, manufacturing strongly ec orative pieces, were established as early as the midd of

e 17th century. Here rudely fashioned dishes, jugs d bottles were shaped in the local red-burning brick ays, and while soft, simple but effective decorations re drawn upon them in diluted white clay slip. This ocess, substantially the same as that employed by Egyp- n, Roman and Byzantine potters, has furnished the asant potters of every country with characteristic wares.



Garniture from the famous Chelsea Porcelain Factory. This celebrated plant was established about 1750 and its wares are among the very earliest English Porcelains produced. Later this factory was acquired by the Derby Works

The English slip-decorated wares are often spoken of as *oft-ware*, because of the fact that Thomas Toft, living i what is now Hanley, Staffordshire, signed and dated ny of his pieces. However, other pieces were also ade at Wrotham, in Kent, in Derbyshire, Wales and ewhere. During the revolution the fame of the Staf- rdshire district had widely spread, and soon after 1690 hn Philip Elers, a Dutchman of good family, settled re and began to make pottery superior to any then de in Staffordshire. While Elers' wares were singu- l ly like those of Dwight, it is certain that from the time Elers, the Staffordshire potters began to make great vances in fabricating their wares and during the 18th ntury, two distinctly English varieties of pottery were veloped—the white and drab salt-glazed and the Eng- h earthenware.

Nothing definite is known when and how the Staf- rdshire potters learned that highly siliceous pottery uld be glazed by throwing common salt into the kiln a he height of the firing, for this practice had originated i the Rhineland more than a century before. Some w ters claim that Elers introduced it. Early in the 18th c tury a fine, white salt-glazed ware was made in Staf- rdshire, in numerous quaint and fanciful forms sug- g tive of the Chinese porcelain. Teapots, coffee-pots, t -caddies, plates, dishes, bowls, candlesticks, mugs and b tles were made in a great variety and much of the w e was exported to the continent and to the American c nies.

Although the manufacture of tin-enamelled pottery failed to obtain a foothold in Staffordshire, the invention of the white salt-glazed ware paved the way for one of the greatest revolutions in the potter's art. This was the abandonment of the ordinary red and buff clays in favor of a white ware throughout, prepared by mixing selected white-burning clays and finely ground flint or silica. This change has generally been associated with Wedgwood, most famous of all English potters, but in reality he only perfected, with the Warburtons, Turners and other of his contemporaries, the work of half a century's experiment and discovery.

This earthenware compared most favorably from every point of view with all that had been produced before, and as the tin-enamelled wares had sunk to the position of domestic crockery, the new earthenware quite supplanted it. Soon English earthenware was carried to all of Europe and aided by emigrant English potters, the continental nations soon began to manufacture similar ware themselves. By general consent, the name of Josiah Wedgwood has been pre-eminently associated with this great change. There is a good reason for this, for while many of his contemporaries equalled, or even excelled him in certain kinds of pottery, no other potter ever approached Wedgwood in the variety of his products and the varied applications to which he used his talents. Wedgwood soon abandoned his simple Staffordshire wares, and he improved the green and yellow glazes which had come down from mediaeval times. He carired on the manufacture of hard-fired red clay teapots, mugs, etc., introduced by Elers, and with his fellow potters, he invented drab, grey, brown and other colors in similarly hard-fired unglazed bodies. He did not invent nor alone perfect the Staffordshire cream-colored earthen ware, but he did make it so well that his *Queens-wear* was the best of its kind. The Jasper ware was unquestionably his own invention.

Wedgwood's Jasper ware differed both in nature and

composition from all that had preceded it. In an attempt to obtain the qualities of the finest porcelain biscuit, he discovered after years of experimenting, that by mixing a plastic white clay and barytes, he could obtain a body which might be thrown on the wheel or pressed in moulds. And this could be fired to a white and sub-translucence and could be colored by the usual metallic oxides. The ware resembled biscuit porcelain, in that it required no glaze to make it impervious to water, and thus marked the culmination of those dry or unglazed wares that had been so largely made in China, Japan and Europe.

The general practice of Wedgwood was to make the body of a colored material and to ornament this with applied figures or ornaments in relief or white. Sometimes the ornament was in colored clay, and two-toned effects, black on red, buff on red, etc., were obtained. Wedgwood produced a variety of bodies and the pieces made included plaques, vases, plates, dishes, jardinieres, bulb pots, teapots, cups and saucers, ink stands, scent bottles, buckles, buttons and almost every article that could be made in clay. Many of the applied designs were very beautiful and at their best are marvelous for the precision and delicacy of execution. So perfectly did they represent the taste of their period, that attempts were made at Sevres, Meissen, Berlin and Buen Retiro to imitate them in porcelain, but none of them can be compared with the works of Wedgwood or of Turner, his great contemporary.

With the introduction of mechanical appliances, the application of machinery was pushed a bit too far, and the late 18th century marks the period when pottery was no longer made for the wealthy, but was largely produced for the poorer classes who demanded a useful ware which imitated the more costly wares. France, Germany, Sweden, Russia and later the United States, followed the English potters and the art of color printing was applied to produce elaborate engraved patterns.

No established manufacture of porcelain was known in England before 1740 but about 1750 works were established at Chelsea, Bow, Worcester and Derby. The early English porcelains were, like the French, composed of glassy mixtures. In the year 1750 the Chelsea factory was the most important of English porcelain works and it was sold to Duesbury, proprietor of the Derby works in 1730. The most distinctive mark of the Chelsea works was an anchor and some of the Derby-Chelsea pieces are marked with a combined d and anchor. The porcelain works at Stratford-le-Bow were established about 1744 and in 1750 passed to the ownership of Messrs. Weatherby & Crowther but the business failed and was bought by William Duesbury who transferred part of the plant and moulds to his more prosperous works at Derby.

The third and most important of early factories was that founded at Worcester in 1751 by Dr. Wall and the method of decorating porcelain with transfer prints was produced at Worcester as early as 1756. Another Worcester porcelain factory was in existence after 1784, but its productions were not particularly important and the two firms were amalgamated in 1840, and gave rise to th present Worcester Royal Porcelain Co. The manufa ture of porcelain at Derby was founded in 1756, and th porcelain works at Plymouth and Bristol were founde a few years later. These factories are mainly noteworth because they were the only English factories which ma ufactured a true porcelain analogous to the Chinese porc lain.

The Plymouth pottery was established by Willia Cookworthy, a druggist, who was greatly interested attempting to discover at Cornwall and Devonshire, mi erals similar to those forming the basis of Chinese porc lain. After many years of travel and search, he founde the works at Plymouth in 1768. The factory was r moved to Bristol in 1770 and passed under the manag ment of Richard Champion, a Bristol merchant. Aft eight years the business was sold to a number of Staffor shire potters. The Bristol porcelain, like the porcela made at Plymouth, was a true felspatic porcelain, r sembling the Chinese but manufactured from the chi clay and stone of Cornwall. It was harder and whit than other English porcelains and its glittering glaze se it apart from other wares of Bow, Chelsea, Worceste and Derby.

The Bristol porcelain bore a close resemblance to th of Meissen, both in the composition and style of decor tion and there is nothing distinctly English about Table ware of various kinds was produced at the Brist works and also figures in imitation of Meissen, and a fe large hexagonal vases, similar to the productions Chelsea and Worcester, were also made there.

Owing to the great demand for elaborate specimens painted porcelain between the years 1851 and 1880, a most every European pottery produced large and cost specimens, richly painted and gilded. One of the fir factories to produce something out of the ordinary w that of the Minton works at Stoke-upon-Trent. At th period a special porcelain, known as *Parian* was pr duced. The best examples of this ware, equal the 18 century biscuit figure of Sevres and Derby. Probab Parian was first made at the works of Copeland a Garatt, at Stoke-upon-Trent but it was immediate adopted at Minton's, Wedgwood's and at Worcester, ea of these firms making it in a distinctive manner. Glaz Parian was also made at the Beleek Porcelain Works Ireland and later on its manufacture was developed the Worcester Royal Porcelain Co. and other Engli manufacturers.

The revival of artistic stonewares is largely due to t Doultons of Lambeth and Villeroy and Boch, the famo German potters. Doultons, not only revived the old forms of English stoneware but made many new dep tures, while Villeroy and Boch reproduced the Rhenish stonewares. At the beginning of the 20th c tury England and Germany were the leading potte manufacturing countries, the former excelling in fineness and finish of its wares, while the latter excel in the amount of its output.

Greek Ceramic Art

A Review of the Most Important Periods of the Pottery and Decorative Arts of Ancient Greece

WHEN Greek civilization became fully established, in the sixth century when inscriptions and coins began to give us far more exact information an that which can be derived from pottery, the interest aching to the latter does not cease, but it changes in aracter. We no longer go to it to determine the outlines the history of civilization. But it has now become a ng precious in itself because of its beauty, its close re- ion to the poetry, the religion and the life of Greece. e elegant forms of Greek vases and the charm of the sign painted on them have caused them to be sought er by great museums and wealthy collections. Thus ites Professor Percy Gardner of Oxford University in preface of Greek Vase Painting, a volume outlining eece's fourth great art, written by Ernest Buschor, nslated by G. C. Richards and published by E. P. tton & Co. of New York.

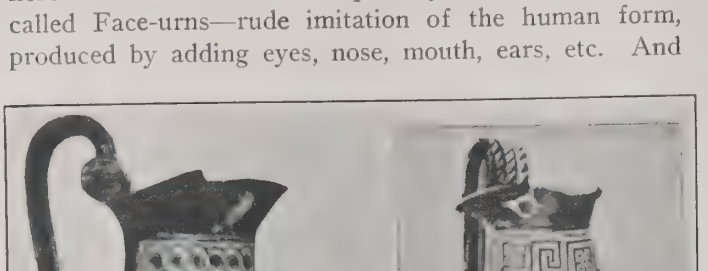
The excavations in Northern Greece, writes Mr. Bus- or, have introduced us to a purely Neolithic civilization. re, alongside of the two simpler prehistoric techniques, ornamented and incised ware, was discovered a richly veloped painted style, with linear ornaments painted ner in red on vases with a white slip, or in white on es made red by firing. The monochrome, red or black es are often brilliantly polished and of excellent work- nship. One class of painted and incised vases is very prominent. It was found chiefly at Dimini and Sesklo, and shows quite a new principle of decoration. It combines curvilinear patterns, especially the spiral motive, with rectilinear decorations—zig-zag, step pattern, chequers, etc. The coloring varies, white on red, black on white, brown on yellow. Side by side with this style, we find in other places the greatest variety of painted and unpainted vases—even polychrome decoration appears. In the early Bronze Age all this splendor vanishes and gives place to the production of coarse unpainted ware.

Into the early Bronze Age falls all the finds from the earliest layers of Troy. In the unalterable faith that he was discovering the world of Homer, with the strong and weak points of a dilettante, Heinrich Schliemann began to dig at Hissarlik, and in the excavations of 1871, 1878, 1890 and 1893, Dorpfeld and he investigated the rubbish hill, which has become so famous, the nine superimposed settlements of which represent as many successive civilizations down to Roman times. The numerous ceramic finds of the five lowest layers show the transition from rude hand-made and ill-baked ware with impressed liniar patterns, to ever more developed stages. The potter's wheel and oven finally succeeded in producing brilliant red, black, grey, brown vases of the finest technique. The variety of shapes is very great, some are already quite



Pelops and Hippodomeia, From a Red-figured Amphora

developed; the imitation of metal forms is to be traced here and there. A notable specialty is found in the so-called Face-urns—rude imitation of the human form, produced by adding eyes, nose, mouth, ears, etc. And



Left, a Rhodian jug of early period. Right, a late Rhodian jug, Both of Distinct, Vigorous Ornamentation

there are also other vase types, which are not repeated in Western Greece. Painting is rare, the vases are either monochrome or adorned with incised linear ornaments, which are often applied in the manner of necklaces, or divide the vase vertically.

The Middle Minoan period, a pure and richly developed bronze civilization, is the height of polychromy; the clay is finely cleansed, the black glaze is at its very best—red in different shades occur beside white. The ornamentation is still very fond of linear patterns, and also develops the spiral still further, and lays the foundation of the numerous decorative motives which characterize the later periods—living creatures, also birds, fishes, are represented in painting. There is a simultaneous use of decoration in bands, and without division; the emphasizing of the shoulder by ornamentation is found in contrast with the lower part undecorated, if at all, with stripes.

The second Late Minoan period of vase production in Crete, the so-called Palace style (Fig. 1) is not so sharply divided from the first, as the latter is from the Kamares style. Both phases are connected by several transitional forms and run parallel for a time. An important difference is that the last traces of the Kamares technique—the imposition of white, red and orange on a black ground—disappear. There is simply painting in black on light clay. The decoration neglects the neck and foot of the vessel and emphasizes the shoulder, particularly with the characteristic half-branches.

The pottery of the Late Mycenean or third Late Minoan period, is very inferior to that of the Palace style. The technique is at first neat but afterwards falls off: the smooth yellowish clay takes a green tinge, the brilliant glaze, often burnt red, becomes lustreless black. The ornamentation consists of the last remains of the naturalistic decoration, now become quite lifeless and poor, with which are associated purely geometrical patterns of th simplest kind, wavy lines, spirals, concentric circles. Rec tilinear patterns—groups of strokes, hatched triangles—become ever more prominent. The decoration is generall very loose, emphasizes the shoulder band and usually put on the lower half of the vase, only a few stripes: vertica division of the field into " metopes " is common.

Naturally the Mycenean style did not disappear abrupt ly from the face of the earth, and there are transitiona forms, which cannot be nicely divided. Thus the Salami cases, and their parallels from Athens, Nauplia, etc., sho this transition, retaining in part Mycenean forms like th stirrup vase, and Mycenean ornaments like the spira but being in fact an insignificant ware, of bad workman ship and meagre decoration. More interesting is the sur vival of Mycenean traditions in Crete, the home of th Minoan style, and in the Argolid, the chief seat of the lat Mycenean civilization.

The Geometric styles makes a virtue of the necessitie of rude beginnings; out of the simple decorative materia at its disposal, it creates a rich system. Angular pattern rows of dots, strokes, fish bones, zig-zags, crosses, star etc., are most common, with circles, rosettes neatly mad with the compass, take a second place.



A Cycladic jug with Griffin's Head from Aegina



Mycenean cup from Rhodes, of the Third Minoan Period, With Naturalistic Decoration

hese geometric ornaments and abstract silhouettes of and animals form the complete stock out of which rtist of the period provides for the decoration of his ls. With them he fills the bands into which he loves vide the vase, or at all events the shoulder or handle l, constructively the most important, in which case he rs the lower part of the vase with black or with llel rings.

he Geometric vases have not merely a historical mean- but a value of their own. They are not a preliminary , but something complete. In them Greek art in true k fashion worked out a thought: expressed itself for rst time in a classical way, if the phrase may be used; of a clumsy rustic style with poor ornamentation, oped vases of technical perfection, compact and clear rm, consistently thought out in the decoration now n, now sparingly spread over them, in their austere y true children of the Greek genius.

e transition from the Geometric phase to the devel- style of animal decoration can be to some extent fol- l. We see, for instance, the old shape of the jug be- metallically rounded, the cable on the neck drive out d zig-zags, and on the shoulder two animals flank the al emtrope. The stiff division into metropes of the der stripe is next dropped, the animals and fabulous s of the East are placed heraldically one on either f a central vegetable motive, and under this heraldic in obvious rivalry with textile work adorned in , continuous friezes of animals in rows, of dogs pur- hares, of grazing wild goats and deer, of running which in spite of their decorative character often to a very fresh observation of nature. Bands ferent ornament, cables and continuous loops, Geo- motives in metrope-like arrangement, especially right garland of lotus buds and flowers, are added to the animal friezes: the last named ornament generally takes the place of the rays round the bottom of the face. With these decorative stripes of the Rhodian style at the height of its production likes to cover the whole surface of its favorite jugs with "rotelle" on the handles, its necked amphorae, bowls and other vessels and in this way arrives at a delicate and rich carpet-like effect.

The wide gulf between free painting and vase picture was conditioned in the first instance by technique. It was that which gave its special effect to the black-figured style and set its stamp upon it. Free painting drew with the brush on light ground, used black and white very sparingly, more frequently red, blue, green, yellow, and brown; placed these colors side by side in simple harmonies, with very little gradation and shading, but also sometimes, to represent fire, used the smooth brush and rendered the men in reddish brown, women, children, animals and objects in light coloring. With this free colored effect the black-figured style was neither able nor anxious to compete. Just like the Geometric, it is in its own fashion again an ornamental style, which does not disown its predominantly decorative character. The figure silhouettes serve it as ornaments to fill a given space, which are in a certain equipoise of color in relation to the rest of the decoration and the black painted parts of the



Stinup-vase From Rhodes of the Late Mycenean Period

vase; the incision stipulates a sharp delineation of types, the imposed color gives a parti-colored effect.

With the disappearance of the old parti-colored system, the vases are completely removed from the effect of free painting. For that we may be grateful to fortune. For this refinement of the black-figured style, permitted the sensitive feeling of Greek artists for decoration to satisfy the delight of narrating and describing along with the ornamental traditions of the old style. They had no need, as had the Old Minoan vase painters, to shrink from borrowing figured scenes. The recasting of types into the decorative silhouette style made it possible for them to conjure on to the vases whatever touched their hearts and delighted their eyes, and thus to transmit to us an infinite variety of scenes, without which our knowledge of Greek legend, Greek life and Greek art would have remained terribly scanty.

According to chronology, the red-figured style must have made its entry into Athens about fifty years before the Persian War, with which it is customary to close the archaic period of Greek art, i. e., about 530 B. C. The new invention unites the enhanced freedom of movement of the draughtsman with the decorative effect which is not inferior to that of the old style. The warm red inner surface of the figures, which the painter can animate by the brilliant sweeping relief lines, splendidly contrasts with the wonderful black lustre of the ground. The new style too is a silhouette style, and uses the ornamental effect of the figures. But it contains quite different possibilities, and of itself moves away from the types of the old style and towards an individual treatment of the figures. The contrast between the black silhouette of the man and white filled figure of the woman falls away, also the circular shape of the man's eye connected with the incised style, the gay dresses and much besides. The red-figured style enters into the characteristic working out of the human body and its parts, the study of drapery folds and the rendering of movement in a living way.

But growing naturalism is in true Greek fashion contemporaneous with adherence to types; formulae once invented are retained and repeated by different masters, until new discoveries by bolder spirits outdo them and put them in the shade. In the archaic re-figured style this vigorous struggle between formula and bold observation of nature offers an exciting spectacle. Step by step the ground is won from the archaic style, till after the struggle of about fifty years, about the time of the Persian wars, a free rendering of nature is attained, which then lays the foundation for the formation of a new and higher series of types, for the style of Polygnotos and Phidias

Among the signatures we must distinguish between pot ters and painters. We must never assume that th " maker " is responsible for the adornment of his vases it looks rather as if the painters had lived pretty inde pendently and been employed first by one and then b another proprietor of a workshop. What it means, tha now the potter signs, now the painter, sometimes bot together, and that many strong personalities do not sig at all, cannot be made out in the present state of ou knowledge.

In the studio of Euphronios, the so-called " Hors master " painted a kylix now in Berlin with the praise o the fair Glaukon. The outside is decorated in the usua red-figured technique with lively scenes of riders an stables, the inside, a youth and a girl, is rendered in out line, with colored interior lines and surfaces, on th ground covered with a white slip. The progress in th rendering of bodies, and drapery is unmistakable. A new period is announcing itself: a time of progressiv naturalism and at the same time a period of noble great ness of style and exalted types. The statements of th ancients as to the great painting of this age, of Polygnoto and his company, lay stress on these qualities; not onl the progress, which relieves the rendering of body an garment of the old stiffness, but the great Ethos of thes paintings is praised. So with good reason we call th vase painting of the post-Persian generation Polygnota even if at the beginning of this epoch the influence o the great art is not felt so much as at its culmination.

The most famous of these great Polygnotan vases is th Paris calyx-krater from Orvieto, the figures of whic apart from Athena and Herakles, have not yet been ce tainly identified. From the expectant attitude of th figures it has been suggested that the picture represen the start of the Argonauts, or the preparation of th Attic heroes for the battle of Marathon. The gre mythological scene is at any rate in the manner of th new period, which no longer has the preference of th ancients for the crisis of action but rather depicts prepar tion and after-effect, reflection on the deed accomplish and rest from action. That a Polygnotan wall paintin preceded the vase painting in this psychologically refin conception, may be regarded as proved. For the figur not only appear in all sorts of bold foreshortenings, fro and side views, not only surprise us by an abundance motives, which are quite beyond previous vase paintin but also show a series of peculiarities, which are express described as innovations of the great fresco painter.



Modern Russian Pottery

Many Novel and Artistic Effects Being Produced by Present Day Decorators, Among Whom are Notable Artists

DURING the civil war many factories fell into a ruinous condition, but there were also, says a leading Russian journal, industrial concerns which during that period grew and strengthened. To these few concerns belongs, amongst others, the National Porcelain Factory, says Mr. S. V. Tchechonin, who conducted the art section of the factory in question. He continues:

"We not only maintained the porcelain production at its previous level of development but since the revolution we have carried it much further forward. Not long ago the porcelain museum was transferred from Petrosavodsk to the factory, it having been removed there during the European war. The old articles are left in their places, and along with them are shown productions created by us in the course of the revolutionary period. The contrast is striking. The porcelain of the Soviet period, from the artistic point of view, is more defined and vigorous than that of the Imperial. This is not only our opinion but it is the view of many visitors who come pretty frequently to the porcelain factory in order to be acquainted with its work. The show-cases with new porcelain attract the attention of the visitors.

"Technically, too, we have been brilliantly successful. All our porcelain is now decorated with colors of the porcelain factory itself. Not only that, the chemist of the factory, Keller, has produced a new bright red color—the like of which has not yet been struck in the history of porcelain. In point of boldness it is a very full color, producing a most striking effect. Several articles have already been decorated with this new color, such as women in the national dress, etc. In order to decorate porcelain the most highly qualified workmen are required. In every direction you will hear, as a rule, that such workmen are now very scarce. The porcelain factory fortunately is not able to complain of a shortage of skilled specialists. During the years of the revolution we have been able even to increase the number of qualified workmen. The factory itself produced them. Ordinary workmen who have come into the factory have gradually learned by practice to decorate porcelain. Thus the factory served as a school for them.

"But this does not indicate the limit of our progress. The porcelain factory decorates chiefly old porcelain goods, of which there is a considerable quantity over from the pre-revolutionary period. But it has undertaken also new forms of jugs, which, by reason of their suitableness are quite democratic; that is, they answer to the taste of wide circles of the population. The factory is also making new tureens and jugs, with illustrations of reapers, woodmen, mowers, etc.

By a request of the foreign trade committee, all our artistic porcelain prepared after the revolution is going to be sent to London and other foreign towns. For the London exhibition several hundred porcelain articles have already been selected and packed. Among other things we are sending a whole collection of sculptures from porcelain, figures of the Red Guard, of the Red Army, militia, and workers, embroidered flags, busts of Marx, and Novikoff, bas reliefs of Dekabristoffs (Decembrists) and others. There will also be sent a big collection of porcelain tobacco pipes. Most of the sculpture work has been done by the sculptor Danko. The creator of the bust of Marx is the sculptor, Kunznetzoff.

Some artistic porcelain, the designs of which were executed by the artists Adamovitch, Schtchekotichina, Lebedieff, Timiereff and Kobletzky, besides myself, continued Tchechonin, will arouse considerable interest in London. Among these things many are of a striking nature. Thus on one plate there is a sketch showing a workman with a flaming torch urging his way through the mountains of Afghanistan to India. On another plate there is sketched the portrait of Zinovyeff with a background of Eastern nationality. The artist Schtchekotichina has commemorated on porcelain a series of pictures of revolutionary events: a commisar walking on a once reserved open space, a sailor promenading with a lady, etc. There are also amusing sketches; for example, on one plate, we see a group composed of a workman, a peasant, and a sailor playing cards. My own productions are chiefly of an ornamental character. The artist Lebedieff has painted a service which, by way of a series of sketches shows how on the ground of an old town a new life arises. Each porcelain article, as is known, bears its mark. So does the revolutionary porcelain. An innovation is that each artist-author of a sketch on porcelain puts his mark on, with his initials below.



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French Porcelain and Pottery

The Story of French Ceramic Art—of Rouen, Sevres and Limoges Wares and the Potters Who Created Them

By James Charters

WHILE the end of the porcelain manufacture stopped with the death of Francesco de Medici in 1587, and was not resumed for a century later in Italy, the period from 1587-1687 was an experimental one, in which French and all European potters sought to discover the secret. Although history is obscure regarding the achievements of French craftsmen in this century, it has been quite well established that Louis Poterat, a faience maker of Rouen, was the first to obtain the privilege from the French king to manufacture porcelain. This Rouen porcelain was the first true porcelain ware made in France, and it stopped with the death of Poterat in 1696. Among the authentic examples which have been left by this master potter are vases, salt cellars and mustard pots. The pieces are usually decorated in blue, with designs in the Rouen style. This porcelain was of the glassy type, and shortly afterward similar ware was produced at the faience works of St. Cloud, near Paris, and at various works in the city.

From this beginning the manufacture of porcelain under the patronage of the French court soon became an important industry. In 1696 the works at St. Cloud received patents from Louis XIV and its manufacture was continued to 1773. In appearance the St. Cloud porcelain is characteristic, of fine quality, with a yellowish tinge and coated with a clear and brilliant glaze. First efforts were clearly imitations of costly oriental wares and white pieces decorated with a single plum spray, and the decorations of the first ware made was under-glaze blue, but at a later date over-glaze colors were employ and gilding appeared. While the ware produced at Cloud never attained the high excellency of the royal fa tory at Sevres, yet it is rightfully considered as one the most distinctive French porcelains made in the 18 century.

Next in importance to the factory at St. Cloud w that established at Chantilly in 1725, under the patrona of the Prince de Condé, who was an enthusiastic collect of oriental porcelains. The Chantilly ware imitated t Japanese *Imari* wares of the 17th century, especially t delicate, decorative designs of Kakiemon. These imit tions were not alone, confined to the decoration, but t ware itself was more or less successfully imitated. Th craze for imitating the style of the master Japanese dec rator spread throughout Europe, and was particular successful in Meissen and in England, as well as in oth places in France, but the imitations were inferior to t famous Chantilly ware.

Factories were opened at Mennecy-Villeroy and Lille, but the most celebrated factory was that found at Vincennes in 1740, under the patronage of the kin and was transferred to Sevres in 1756, to later becor the most important porcelain factory in Europe. Th artificial or glassy porcelain was made as follows: Th potter first prepared a glass or frit, melting together pu sand, alum sea-salt, gypsum, soda and nitre. The cle portions of this frit were then powdered and washi in boiling water and the clay was compounded by addi



Photos, Courtesy Metropoliton Museum of Art

At left—A Louis XVI shop front as it has been installed at the Metropolitan Museum of Art, New York.



Right—A pitcher of glassy porcelain made Rouen, early 18th century

the powdered frit a small quantity of chalky clay or rl and sometimes pure chalk. This mixture was then ound in water until creamy, and then boiled to a thick ste, and adding sufficient parchment size to enable the rkmen to shape it. Vases and other pieces were made pressing cakes of it in plaster moulds and, after press-



French vase. Period of Louis XVI

g, the pieces were dried and then turned on a lathe or bbed down with sand paper to the requisite thickness. landles, spouts and ornaments in relief were applied ith a lute of slip in the customary manner. The arti-es were then fired in the "biscuit." During this firing ie pieces often became misshapen because of shrinkage f the clay, consequently a complicated system of propping" had to be resorted to. When the porcelain as removed after the first firing, the pieces were rubbed ith fine sand to clean the surface, and were then glazed y sprinkling with a brush. The glaze was a fusible glass ontaining a large percentage of lead. This glaze coat as melted by refiring at a lower temperature, and it was ften necessary to repeat firing many times to obtain a niform and brilliant glaze. The difficulties were enor-ious and it was only the generous financial support of ealthy patrons, that such a method of manufacture ould be carried on for any length of time. The best xamples of this early Sevres ware are remarkably eautiful and the pieces produced between 1745 and 1770 re quite in a class by themselves. Through the work of killful chemists many beautiful ground colors, such as ie famous *gros-bleu roi, rose Pompadour* were per-ected.

In forms the Sevres porcelains are varied and many of ie older shapes were designed by Duplessis, the king's lversmith, and are more typical of metal than pottery. owing to the lack of plasticity in the paste the pieces ere made in moulds of plaster of Paris, and in the more elaborate shapes, the several parts were moulded separately and united together. Table services, made for use, were generally decorated on a white ground with a full palette of on-glaze colors or enamels and richly gilded. Vases, candelabra, jardinieres and other decorative pieces were decorated most lavishly. Characteristic decorations were made by covering the piece with a ground of rich enamel, reserving panels in white, in which panels delicate miniatures of the most varied kind were painted and fired.

The Sevres porcelain is beautiful, but it is devoid of the broad decorative treatments and full rich colors found in other kinds of fine porcelain and pottery. From an artistic point of view, it is scarcely comparable to the best work of the Chinese or Persian potters, or of the Italian majolic wares. In shape, it is formal, and the forms not always the best expression of art as wrought in clay. In decoration the subjects are most skillfully executed with a wonderful detail, but as examples of pottery decoration they are rightfully considered inferior to the broad, swift strokes of the artists of earlier times. Among the most elaborate and costly varieties of Sevres ware is the "jewelled Sevres," which is decorated with imitation jewels, such as turquoises, pearls and rubies, which closely resemble genuine gems. These jewels are in all cases set in beautifully chased gold mountings, and upon account of the great expense involved in produc-



St. Porchaire earthenware salt-cellar of Louis XVI century

ing these wares, these examples are naturally the most rare and viewed as the greatest finds by collectors.

The old Sevres porcelain was beautiful, but those responsible for its manufacture were not blind to the fact that the porcelain made at Meissen and other German factories was whiter in color and harder in substance.


MONTEREY
SHAPE
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The Edwin M. Knowles China Co.
East Liverpool Ohio.

The French potters also knew that the German porcelains were not so difficult and were likewise less costly to manufacture, and great efforts were made to discover in France natural materials similar to those used by the German and Chinese potters. After many years of search Millot and Macquer discovered the precious materials at St. Yrieix, near Limoges, and the first experimental pieces of French porcelain, similar to the German and Chinese, appeared in 1796. It was some years later, however, that the manufacture of the new product was firmly established, and then to the end of the 18th century more and more of the hard porcelain and less of the glassy porcelain was made at Sevres.

From the year 1780 but little of the original French porcelain was made in France, and from this date practically all French porcelain was of the same type as the German porcelain and made with china clay and felsithic rock. Due to this technical change in the materials, there was also a change in the artistic qualities, and this influence was largely caused by the rage which followed the discovery of Herculaneum and Pompeii. The influence of the antique vase shapes spread throughout Europe and influenced French, German and English potters, and the last quarter of the 18th and the first quarter of the 19th century mark a definite period in pottery design and decoration.

The introduction of hard-paste porcelain made the manufacture of large vases and other pieces possible. Huge vases five and six feet in height were produced at Sevres and the manufacture has continued to this day. During this same period, large plaques on which copies of well-known pictures were painted in enamel colors were first produced. The earliest pieces were in soft-paste porcelain, but larger pieces made the employment of hard-paste porcelain necessary. But the most artistic productions of Sevres are the "biscuit" figures and groups. These were modeled with great skill by many of the best French sculptors of the day, such as Pajou, Pigalle, Clodion, La Rue, Caffieri, Julien, etc. The best of these figures possess a very high artistic value and their superiority is at once perceived when compared to the German porcelain figures made at Meissen, Frankenthal and Höchst.

Following the accession of Louis XIV to the throne of France, a large number of factories were established in Paris. Other important factories were established at Mennency, Sceaux, Bourg-la-Reine, Strassburg, Niederviller, Marseilles, Limoges and Caen. In the disastrous years of the French revolution—between 1789 and 1800—most of these factories came to an untimely end, and even the royal factory at Sevres was fast declining when Napoleon decided to revive the glories of Sevres, and from this period French porcelain has occupied a very high place among fine wares. One great feature of French porcelain manufacture in the 19th century was the development of the pottery industry at Limoges. Limoges was a small center of porcelain production in the period 1780 and 1850, but after the latter date it rapidly developed into a commercial pottery center second only to the potteries district in England.

During the Franco-Prussian war all work at Sevres came to a standstill and it was not until 1876 that the manufactory, nearly completed before the war, was opened. Between the years 1879 and 1889, close study and imitation was given of old Chinese methods and this resulted in the reproduction of many of those Chinese glazes which had hitherto been the despair of European potters. The display of Sevres ware at the Paris Exposition in 1900 was the most notable ceramic display in history. The display included many varieties of porcelain, both hard and soft paste, decorated in all the popular styles, under-glaze decoration, over-glaze painting, flambe glazes and crystalline glazes, as well as the beautiful biscuit figures designed for table decoration by some of the best French sculptors.

Among the greatest of all the French potters was Theodore Deck, who had been trained as a working potter, but left the management of a pottery factory in Paris to experiment. Starting a little workshop in the Boulevard Montparnasse in Paris, he rapidly gathered about him a group of young painters all eager to experiment with the rich colors which Deck had secured. This venture was so successful that Deck was known throughout the world as a great potter and his original creations, painted by men like Rabvier, Anker and other artists, were readily purchased by lovers of ceramic art in every country. The crown of his career came in 1887, when he was apointed director of the National Manufactory at Sevres. He was the only practical potter who had ever occupied this position, but he died in 1890, before he had been able to impress his personality on the work of Sevres.

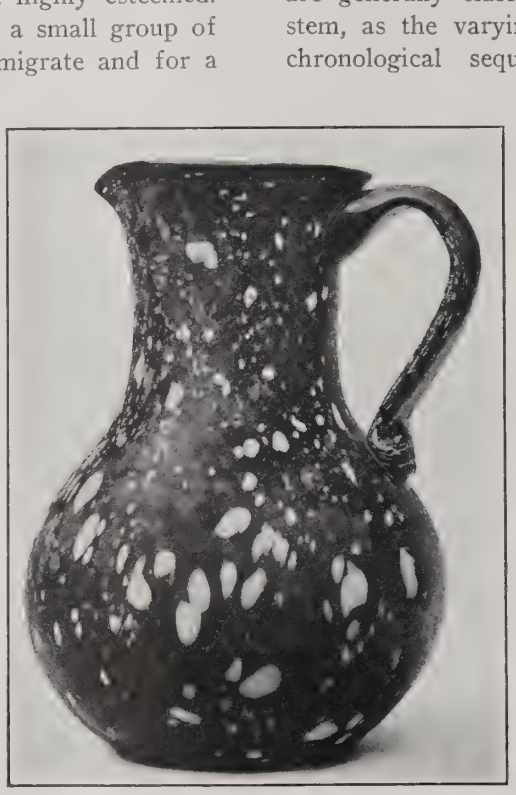
English Glass

16th to 18th Century

By
C. Louise Avery

ONE of the most interesting and complete glass accessions of recent years is the Edw. Holbrook collection of English glass displayed at the Metropolitan Museum, New York. This collection is an education in the history and development of English glass and illustrates the achievements of the English glass-blower.

AS on the Continent during the fifteenth, sixteenth, and seventeenth centuries, so in England the delicate Venetian glass was most highly esteemed. Not only was the glass imported but a small group of Venetian workmen was induced to emigrate and for a few years in the mid-sixteenth century they plied their trade in England. Doubtless they exerted a considerable influence at the time in the direction of greater refinement and grace of form. The characteristic native glass of England, however, is of somewhat later growth and of quite different character. While the Venetian glass is delicate, fanciful in shape, extremely light in weight, but often rather inferior in quality, the English glass is sturdy, heavy in weight, adapted to the needs it was designed to fill, of great brilliancy, and bell-like in tone. Its great development, which began in the seventeenth century, was due to the discovery of more effective methods of making glass from calcined flints and because of this origin it is generally termed "flint" glass. The relatively high percentage of lead in its composition increases its lustre and refractive power and accounts for its great brilliancy. In this respect and in the clear, bell-like ring of the metal when struck, English glass attains its chief distinction.



It was between the years 1680 and 1810 that the English glass-blowers produced their finest work: of the sequence of forms and styles then produced the Holbrook Collection affords excellent illustrations. Albert Hartshorne in his volume on Old English Glasses (published 1897) has not only made a comprehensive study of the subject but by short sketches of Venetian, Dutch, German, and other glass has supplied the necessary historical background and has successfully shown the inter-relationship of different national styles.

The great majority of English glasses of the late seventeenth and eighteenth centuries were designed for wine and, as the changes in their form and decoration are characteristic of almost all other types, the developme of wine-glasses may be worthy of a brief survey. Th are generally classified according to the form of t stem, as the varying styles constitute a fairly defin chronological sequence (fig. 1). The earliest a massive and sturdy with a disti charm of their own (fig. 1, a). T bowls are generally thickened the base, the stems are balust often inclosing air bubbles " tears," a simple device for or ment, and the feet are slightly c vex with the edge folded back derneath. Following this fash came the plain stem, which v usually accomplished by draw out the metal at the base of bowl until it formed a plain st to which the foot might be tached (fig. 1, b). Occasion this form of stem was ornamen by a spiral series of incised li (fig. 1, c). Doubtless many invention has been conceived b clever workman who having m a mistake has suddenly visioned it new possibilities. So in origin of the next style of ste is quite probable that the inspiration came from acci tal air bubbles left in the base of a bowl. By draw out the glass at the base of such a bowl, the bubb were extended into air channels and by twisting h glass rod a stem with air spirals was produced (fi d). The succeeding fashion of employing thread opaque white or colored glass follows the Venetian ru ner; in this style the English craftsmen achieved nic of their finest work. Figure 1, e shows a typical ex ple of an opaque white spiral, while to the right is shown a glass with colored threads of the type o frequently made at Bristol. Finally at the end of th series is seen a glass with cut stem, a style which a its greatest vogue in the last quarter of the eighte and the early nineteenth century.

The bowls illustrated in figures 1 and 2 indicate th variety of shapes employed. These do not constitu a exact a chronological sequence as do the stems. Th

feet of the late seventeenth and early eighteenth-century wine-glasses are almost invariably folded under (fig. 1, a-c) but before the middle of the century the plain foot had come into use and glasses of the second half of the century are generally without the fold. The point at which the tool was detached in the early glasses is called a pontil mark and is usually quite rough and pronounced. In the late eighteenth century with improved methods of cutting and polishing glass this feature gradually disappears.

In addition to the various forms of wine-glasses illustrated above, there were glasses designed for special beverages as, for example, those engraved with the hop vine and crossed heads of barley which prove that they were intended for ale. A large mug, doubtless for beer, has in the base a coin of George II and in its shape follows the bulbous outline of eighteenth-century silver mugs or "cans."



Fig. 1.—Typical English Wine Glasses About 1680-1810



Fig. 2.—Wine Glasses, Sweetmeat Glasses and Candlestick English, XVIII Century

Increased interest is given to the Holbrook Collection by the inclusion of such pieces as the two sweetmeat dishes and the charming candlestick illustrated in figure 2. In addition to the more general types of English glass, there are a number of pieces which can with fair certainty be assigned to definite localities. Of this sort is a group of nine pieces, comprising flasks, bottles, and jugs, which were probably made at Nailsea, a town a few miles southwest of Bristol. The flasks are decorated with colored threads, frequently described as latticinio ornament, and are considered one of the most characteristic products of the Nailsea glass-houses. There are several jugs made of a peculiar yellowish-green bottle glass with splashes of opaque white and yellow, a type evidently favored at Nailsea. Of the glass manufactured at Bristol in the late eighteenth century the glasses with red and white spirals in their stems (fig. 1, f) are characteristic. Other examples in the collection are probably of Irish manufacture.

Not only does the Holbrook Collection well illustrate the development of English glass but it also includes about fifteen examples of Continental glass which offer a very interesting comparison. The glass of Venice is represented by three sixteenth-century examples. But more valuable for comparison are the half-dozen German and Dutch glasses of the eighteenth century, which are rather similar in form to contemporary English work but which show marked differences in weight and tone. The Dutch are much lighter in weight and give out only a shallow tinkling sound when struck. It needs but these few examples of Continental glass to throw into relief the distinctive charms of the English glass with its clarity and richness of tone.



Photo © by Henry Hoyt Moore

THE MASTER POTTER—PROFESSOR CHARLES F. BINNS

Professor Binns, sometime President of the American Ceramic Society at the State School of Ceramics, is one of the leading authorities on ceramics in this country. A thorough master of the theory of pottery-making, he is also an expert craftsman, and takes delight in demonstrating to his classes in the School of Ceramics the practical methods of the artist potter. He was born in England and was for many years connected with the Royal Porcelain Works of Worcester. His lectures to his students at Alfred, N. Y., are notable for thorough grasp of the science, technology, and art associated with clay-working in all its branches

Hispano-Moresque Pottery

The Story of the Golden Lustre Ware Introduced in Spain by Moorish Potters

By J. A. Picard

As the Molsem conquests spread Westward of the Mediterranean, there followed in their wake in Spain the development of a new pottery ware of great beauty. From prehistoric times the Iberian peninsula had been famous for its pottery, a red unglazed ware, was made there before the dawn of civilization and it was as finely finished as that found in Egypt. The Romans had established one of their provincial potteries at Saguntum, but only after a large portion of Spain was under Musselman rule, that artistic pottery began to be made. But it is by no means clear why the pottery art as practiced by the Arabs and Syrians, should be changed so radically when carried westward into Spain. Oxide of tin as the whitening material in glazes, was known and used in the East from the 6th century B. C. and ancient wares were covered with a white tin-enamel to conceal the buff and reddish-colored clay. Tin was a costly mineral at this period and when the potters with their oriental training came to Spain where tin was abundant, the comparative cheapness of the material led them to employ it exclusively.

This is the most logical explanation, for there is a wide difference between the tin-enamelled and slip-faced wares glazed with an alkaline glaze. The alkaline sorts in the more oriental finished, are slip-coated with a fine white clay and sand and this is finished with a transparent alkaline glaze containing little or no lead. In the tin-enamelled pottery there was no coating of slip, for the addition of oxide of tin to a glaze rich in lead, gave a dense white enamel coating, opaque enough to cover up the color of the clay. The colors used for tracing the patterns were applied over this enamel before it was fired, so that they became incorporated with it and this ground furnished a splendid foundation for the development of a thin iridescent film of metal, which we term *lustre*.

The knowledge of this lustre process had been brought from the East, and with the growing use of lustre pigments containing copper as well as silver, there was developed one of the most distinctive varieties of pottery known. These wares were thrown upon the wheel and also pressed on modeled forms, handles, ribs and dots of clay were often added by hand and then fired. A coating of tin-enamel rich in tin and lead, was then applied and on this coating decorations were painted in cobalt and manganese and fired the second time. When the piece came from the second firing, white and shining, the lustre pigments, composed of a mixture of sulphide of copper and sulphide of silver or both with red ochre, was then painted over the glazed surface with vinegar as the medium. The decorated piece was then fired for the third time to a dull red heat and smoked with the smoke from the wood used in firing. When cooled the loosely adhering ochre and metallic ash were washed off, which brought out the iridescent films in all their glowing sheen.

For the earliest account of lustre pottery in Spain one must go to Edrisi, who mentions the "golden ware" made at Calatayud in 1154. Ibn Said, writing in 1214, speaks of the golden pottery and glass made at Murcia and Malaga. Malaga was situated within the Moorish kingdom of Granada, which formed until late in the 15th century the last remnant of Moorish dominion in Spain. In 1337 Ahmed ben-Yahya enumerates, among the crafts of Malaga, its golden pottery, the like beauty of which he declares is not known elsewhere. The principal monument of the period is the royal palace of Granada, begun in 1273 and finished during the 14th century. Two vases were discovered there, one of which is known as the "Alhambra vase" and is conceded to be the most imposing product of Hispano-Moresque ceramic art extant. It is amphora-shaped, about four and one-half feet high and is encircled by a band of Arabic inscription, above which are decorations showing gazelles in cream and golden lustre upon a blue ground. Another remarkable example is a dish, which bears upon the back the word Malaga in Arabic. In 1487 Malaga was reconquered by Ferdinand and Isabella and after this its pottery industry declined and is not mentioned by Marineo in 1539 in writing among the localities where ceramics then flourished.

In Valencia, reconquered by Sragon in 1238, the history of its lustre ware is known from 1383. This pottery was an offshoot of the Malagan industry and its decorative qualities were famous throughout Europe. The ware was largely made at Manises, by the Moorish retainers of the Buyl family, lords of Manises, who levied dues upon the output and occasionally arranged for its sale. It is distinguished from the pottery of Malaga by the more natural rendering of plant form motives, and consists of pots, deep dishes, large and small plates, vases, etc. Various kinds of ornaments were employed, such as flower or foliage patterns, and the center of the dishes often bear the arms of a king or queen of Aragon or of the families for whom they were made. Great artistic skill is shown in the execution of minute and elaborate schemes of design and in the richness of the colors. Golden lustre of various tints, with blue manganese, for the simple combinations, but the ruby, violet and opalescent lustre combine to give a wonderful decorative effect.

From 1500 the use of blue and manganese was gradually discontinued and the ornament became mediocre but the brilliancy of the lustre remained. In the course

(*Continued on page 243*)

Spirit of the Larger Business

As Justice Is Inevitable, Buyer and Seller Should Uphold Ideal; or Failing, Government Must Decide

By Nelson B. Gaskill

IT must be apparent that, if pursuing a given line of action the result is undesirable, it is useless to continue the same method. A change must be made, an alternative adopted, said Mr. Gaskill, who is chairman of the Federal Trade Commission, in an address to the American Specialty Manufactures' Association last month.

The desirability of a result is relative, not absolute. It is to be measured by an ideal more or less definitely outlined in comparison with which judgment is pronounced. Satisfaction exists or dissatisfaction as "that which is" is weighed against "that which ought to be." An educated, voting people are challenging conditions as never before, and they will either have an answer which satisfies them or make one themselves. The formulation of this answer is the "larger business." Surely if ever there was a time when clear thinking was essential it is now. If ever courageous action was necessary it is now.

First, let us look for this ultimate goal and see what must be done to align the sights, both front and rear, so that action will be directed to immediate ends which in turn serve to set us on our way.

We have great faith in the vision, the wisdom, the inspiration of the founders of this republic. In conditions of which the fathers never dreamed, we cast back to them as though to hold by their hands. And they have set down for us our goal. Listen to these words from that Declaration of Independence whose impact upon a startled world was no less than revolutionary.

We hold these truths to be self evident; that all men * * * are endowed by their Creator with certaain inalienable rights, that among them are life, liberty and the pursuit of happiness. That to secure these rights governments are instituted among men. * * *

And for the support of this declaration * * * we mutually pledge to each other our lives, our fortunes and our sacred honor.

The freedom to engage in the experiment of conducting a government devoted to this high purpose they won on the field of battle and passed on to succeeding generations the opportunity to continue the effort. To us and to all succeeding generations which shall follow us this Declaration of Independence is either our glory which we strive to attain or our shameful hypocrisy.

We want no fantastic state in which no one works but all are fed and clothed and entertained by an unostentatious government, drawing its supplies from some nonlaborious but unfailing source. We do not want something we could not endure beyond the limits of a summer vacation. We want to do the kind of work we are fitted to do and we want to be paid a fair and reasonable price for our effort.

We developed as an industrial nation under the system which we inherited, identified rather than described as the competitive system, opposed to monopoly and separated on the other hand from the communistic plan. This was crystallized by the adoption of the Sherman law, which, by prohibiting the effort to set up a monopolistic state, negatively at least, embodied the principles of the competitive system in our jurisprudence. The Federal Trade Commission act and the Clayton act emphasize and clinch this stand.

Surveying the field of past endeavor, it must be apparent either that the competitive system will not accomplish the results expected of it or that we have not put the principles of that system properly and thoroughly into operation. We are already in the midst of a process of abandoning as worn out failures some of the methods which have been tried over and over again because they have failed to produce results which stand comparison with the ideal. On the other hand and in the hitherto undeveloped field, comes the co-operative movement, appearing in many forms, a solidification paralleling organization of labor and of other industries.

It is my conviction that the fault lies not with the competitive system properly understood and thoroughly applied. I find no reason to advocate an abandonment of the Sherman law or a change even to a state of qualified monopoly under governmental supervision. I am persuaded that we can work out our salvation on a basis of private ownership with a steadily diminishing quantity

BRAINS and character rule the world. This is Wendell Phillips' expression. In selling we shall put character first, and particularly in personal selling. We are always looking for character. We must measure up to a certain standard to be somebody. Character is moral force; a union of the qualities which distinguish a person. It must be above reproach in the salesman or he is to have a cold reception. It must have depth and quality. Personality is the character plus the other qualities. Character is like the trunk of the tree without limbs and leaves and personality is the tree with all its decorations. Developing character involves a close and constant examination of the inner self with respect to what is right and wrong; supplying the mind with what is good—lofty thoughts and high ideals. and training the will to mold these thoughts and ideals into good clean habits. * * * If we are to minimize litigation and create the greatest stability in business we must have honesty. That a man's word is as good as his bond should be the rule rather than the exception.—*L. J. Hoenig in Modern Selling Methods.*

governmental supervision or regulation.

The fundamental proposition on which the whole of e competitive system rests is that under perfectly free mpetition the value or selling price of everything equals is perpetually tending to equal, the cost of its produc-n. That is to say, when the conditions under which ything is produced or service rendered are those of ee competition, then each man will get a fair return for s service or his commodity.

Some time ago I advanced the proposition that as to a ller the fair return could be measured as a competitive ctor by the sum total of cost up to the moment of sale d that as a matter of fair competition, no sale should be ade below cost except in emergent circumstances. I ated that the true competition lay in variation of margin er cost. Of course this was only part of the proposi-n because it does not consider the possible result to the yer, who also must receive a fair return.

This requires of the buyer a voluntary renunciation of possible alternative cut-below-cost bargain or if that be minated, an acquiescence in the seller's price. If the yer refuses this renunciation of what has been termed natural liberty" to get as much as he can for as little, e logical extreme of this attitude is the buyer's strike.

The seller may, on his part, in concession to a fair re-n to the buyer, voluntarily renounce some part of a ofit which he might exact, so that each giving up some-ng of a possible exaction an equilibrium is established. t if the seller also refuses to renounce something of at he might possibly exact the logical development is a mbination with other sellers to fix and maintain a selling ce.

If both parties to this supposed transaction exercise s element of voluntary renunciation the principle of e competitive system operates and each receives or nstantly tends toward the receipt of a fair return. But either declines to do so there exists not a faulty opera-n of the competitive principle but a departure from it.

The situation then becomes a struggle for the power of repression of the opposing force, an effort to compel renunciation, which is the essence of monopoly. This conflict brings organized society into the arena and through the orderly processes of legislation, it endeavors to prevent the compulsory renunciation from being enforced.

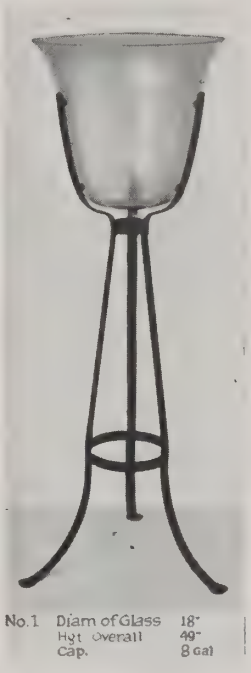
You see, therefore, that the competitive principle necessarily is reciprocal, the fair return to the seller can be no more than a fair price to the buyer and each must exercise the element of voluntary renunciation to some extent.

Nor is there any fixed standard which can be raised by which either can be measured. Each individual is at once a buyer and a seller, a producer and a consumer. He must in each capacity be willing to pay a fair return for what he gets, take no more than a fair return for what he gives.

This is no juggling with words. The working out of a selling price which will be fair to both buyer and seller is individual and special, not general. It must be met by each on the terms of his own case. And the sum total of response must reasonably approach in result the conditions under which there is peace with the ideal. The failure of the individual to assume this responsibility and to discharge it requires the entrance of the agency of organized society, government, instituted for the purpose of securing the declared ideal.

Government is in business because it cannot stay out and express the purpose of its creation and existence. It will go out and stay out of business when there is no longer necessity for its remaining in. If it retires from the scene before its purpose of existence is accomplished it abandons the cause for which it was originally instituted.

Individually and collectively we must level off the peaks of undue exaction and fill up the valleys of the unfair return, we must free and keep free the conditions of competition, or individually and collectively this experiment in government will go down before the force of an ideal to which it failed to attain.



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NEW YORK

Are Retailers' Prices Too High?

Retail Prices Are High But So Is the Cost of Doing Business and You Cannot Lower the One Without Reducing the Other, Says Mr. Harvey, and Here Are His Reasons

By W. C. Harvey

RETAILERS' prices has been a frequently discussed subject and much has been heard relative to the prices which the public are asked to pay. I is the contention in some channels that a very great p t of the low prices current in producing channels does rt flow in consuming channels. In other words, while r ailers have been able this year to secure merchandise a very low prices for special and regular sales, innumera e instances can be given where the advantages of such p rchases have not appeared at the counters.

The subject of the discussion is an old one, and it is of i erest now because there has come t be a very wide discussion of the t ic of "Too many men in business a l too few in gainful production." I banking and economic circles the v w is expressed that conditions of t next few years will squeeze out n ny retailers. They may not fail, b will simply pass out because of l k of profit in their stores.

The two topics may not be directly r ated. It is the belief of many o ervers that one cause of the c wding out of many retailers that is referred to so frequently, will be f nd in the very drastic advances i store rents and the oppression of t ation. It is undoubtedly true that m ny store-keepers are complaining o the excessive additional charges i posed on them in the conduct of th r business. These charges affect th n directly, as many of the small d lers conduct their own affairs w hout the necessity for paying the hi er wages that are said to be paid to storeworkers. Light, heat and m ny other necessities of their daily business cost much m re than they formerly did, and the peak of the high r s has been reached in the past year.

IT is easy to register a kick, but not always easy to find the cause of the difficulty and explain the reason why. Questions about much that is important are more easily asked than answered. The report of the Governmental Inquiry to ascertain the reason for the wide "spread" between production costs and retail prices did not uncover anything new. "But profiteering must be going on to make prices so high?" many ask. And the answer to this question is—some profiteering is going on, of course, but the real reason why retail prices are high is due to the high cost of doing business. High rents, high taxes, wages and service. These are the factors mainly responsible, and the writer of this article gives both sides of the story as they appear in the distributive trades.

Some Illustrations

nstances of the failure of retailers to pass on the ac antages of the low-priced purchases they have been m ing are cited often in the wholesale markets. Quite re ntly, for example, it was shown that a line of dinner- w e was sold to a retailer from a jobber at $12 to clean up the stock. The retailer put the goods on sale on the fo owing week at $36. The goods cost $14 delivered ar were sold at $22 profit. The ware was originally m le by the manufacturer to sell at $15. The retail store that bought the goods calls itself a popular priced institution and its buyers are constant hagglers for bargains.

A representative of a glass manufacturer who sells to the jobbing and wholesale trade, states that he spent an hour trying to get an advance of 9c. for a new pattern water set. Sets of a staple character in the same line were stocked freely enough by the retailer, and brought $1.50 each. He finally sold the sets at the advance price which cost the retailer 90c. per set delivered. Next week he passed the window of the retail store and saw his new style sets advertised as a special offering at $1.65 each. The manufacturer had to struggle to get 9c. a set advance while the retailer jumped his price 15c. because he paid the 9c. advance.

An art pottery manufacturer told the story of a large retailer who bought vases from him at $6 and sold them the following week at $27 each, reduced from $55. If these retailers were "fly by nights" they would not be expected to do anything different from the overcharging indicated. But instance after instance is cited in the trade of very wide price advances being secured by retailers on goods bought close within a short time. The manufacturers give hundreds of cases, to those who will listen, of the fine profits made in so called clean-up or reduction sales of goods bought low at first or second hands.

Other Side of the Medal

Against these facts retailers marshal other facts. They say that, while their total turnover may be very large in dollars and cents, the financial returns show small profit. In other words, these retailers contend that on the business actually done their profits are narrow.

It is stated by some retailers who answer the charges made against them that the public demands the excessive service resulting in the excessive costs of many things sold on wide profit margins. The installation of expensive departments that do not net real profits is stated by them to be forced by the needs of the customers. If one store inaugurates a new radio department all other stores must do likewise, they say, or they will lose the crowds.

(*Continued on page* 192)

Budget Control in Business

What the Budget System Is, Some of Its Outstanding Advantages and How It Works Out in Practice

By Arthur Lazarus

BUDGETARY control may mean much or little. It may mean merely the multiplication of useless forms the only effect of which is to hamper and further impede production and sales. On the other hand, budgetary control may mean the wise conduct of business, the subordination of pleasant dreams to actualities. It is not the forms for budgetary control that matter; it is questionable whether many additional forms are necessary or desirable. It is the spirit behind the budget that is important, for, a budget, to amount to anything, must be predicated at least upon a knowledge of what a plant can do, of what are reasonable sales expectancies, of what financial resources are required and available for the sales and production programs.

At the very outset it should be emphasized that the budget cannot, nor is it intended, to take the place of able and skillful executives. The purpose of the budget is to reconcile and coordinate the efforts of these executives, to draw from them definite promises of accomplishment from which to set definite goals and to check actual performances in the terms of these goals, and we may safely go on the assumption that, if we draw from the executives definite promises of what they expect to do, "it follows as the day the night," they will leave no stone unturned to make good on these promises. For, if they fail for reasons within their control, it means eventually a change in management.

The test of a budget, however, is not in its prophetic accuracy. That a well considered budget may very closely forecast future working conditions and the result thereof is true enough. Thus, one manufacturer writes that "April total sales exceeded the estimate by less than one per cent., May by six per cent. and the five months by two per cent." And another manufacturer comme on his budget experience as follows:

"The most important item involved is that of financ requirements and the variation in this instance was l than one-half of one per cent. for the peak point wh came eight months after the budget was drawn."

No doubt, as the experience of a particular firm budget-making grows, and particularly as we get out the readjustment peri actual working results v very frequently and p vailingly correspond clo ly with the forecasts. I the effort consistently foretell the future is a f tile one for there are a ever will be variants the situation that cann be controlled. It wou be a very uninteresti and sterile sort of exi ence if we knew today e actly what would happ tomorrow. The best can do is to gain the co trol of as many of t known factors as possib so that we may go fo ward on some basis fact, not blindly and gro ingly.

It is a pity that the for casting side of the budg has been unduly emph sized because, frankly, f some time to come, o estimates will be as oft wrong as right. The in portance of the budg lies in a totally differe direction. It acts as curb to undue optimis and unjustified gloom making us take stock of our equipment, by compelling to study markets and products, by urging us to look in scheduling and time study work, by developing the ne of better accounting records, by disclosing the lack adequate statistics, etc.

The main object and purpose of the budget, in oth words, is to secure internal control of a business and is held that the manufacturer has taken a big step forwa to that end if, at the beginning of the year, instead

BUSINESS today has grown into a more highly organized and more complex machine than the business of yesterday. To keep the machine running smoothly, at its full rated productive power, it must be under full control. This control cannot be adequate to the management of a highly efficient business unless every unit which forms the whole business enterprise is likewise under perfect control. It is the object of the budget method to do just this and in this general summing up of its advantages by Mr. Lazarus, chief of the cost accounting division, Fabricated Production Department, U. S. Chamber of Commerce, the manufacturer and merchant will find many constructive ideas, from which bulletin we reprint in part. Here are a few of the advantages summarized:

(1) Every one in the establishment will have a definite goal for attainment.

(2) Sales and production plans can be coordinated with financial resources.

(3) More continuous operation and greater regularity of employment.

(4) Products, processes and equipment can be standardized.

(5) Costs can be used for purposes of control rather than as historical information.

(6) Reduction of waste will be encouraged by better balanced inventories, by wage payments based on results and by definitely assigning responsibility for expenditures.

And the budget serves, at all times, as a measuring stick to compare actual performances with promises and standards, showing what should be done as well as what may be done.

entering the new period without plans or definite purpose, at the mercy of any gust that may blow, or any whim or caprice of the sales department, he sits down and to the best of his ability computes the probable business of the year, the costs of manufacture, the financial requirements and the estimated profit. And this holds true even if his estimates vary widely from the results thereafter realized from operation.

The Fabricated Production Department sent to manufacturers the following detailed letter of inquiry:

The object of this letter is to test the interest in and experience with budget systems, designed to guide sales and production programs. The following are some of the essentials of such a budget system. (1) Careful estimate of sales based upon previous years' experience, tempered by the immediate business situation. (2) Scheduling of production in keeping with sales estimates. (3) Careful gauging of material requirements. (4) Establishment of standards of labor performance. (5) Careful analysis of expenses, with limits set for auxiliary services, such as power, maintenance and delivery. (6) Provision for funds to carry through projected sales and production programs. (7) Provision for checking and revising standards by performances. (8) Predetermining of profits and losses.

The responses from the foregoing letter were almost unanimously favorable on the budget idea. Manufacturers were either satisfactorily operating on such a plan, or at the time establishing such a system, or interested in securing further information. The methods pursued by certain manufacturers in installing the budget within their plants are of interest. Thus a manufacturer writes: "At the present time we are installing a new cost system as well as a budget system. The installation will not be completed much before the first of the year, so that our experience with the new system is very limited. In the past we have prepared a budget once a year which has largely been made up of estimates of all expenses based on the preceding year. These estimates are checked quarterly with actual expenses.

"In the future we shall have standards set for each item of expense. For example, a standard organization will be set up for each department, based on 100% production, 90% production, etc. The jobs in each department will be analyzed and standard rates set for each job. At the end of each month we shall compare the standard with the actual payroll and expense, showing any changes due to variation in rates, variation in staff, etc."

The following detailed reply from a manufacturer is of considerable interest:

(1) We do operate a budget system.

(2) Production is run first in connection with incoming orders combined with sales reports taking into account after that whether we are trying to increase or reduce inventory items.

(3) Material requirements are usually based on endeavoring to anticipate the market at least six months ahead, and particularly ahead of the other fellow.

(4) Establishment of standards of labor performances are only partially successful and mostly in that case through piece-work systems. Day labor or hour labor employees are only subject to standard performance through the operation of the law of supply and demand of the labor market, and, as far as our concern goes, there is nothing very definite about these standards.

(5) Expenses are always carefully watched to endeavor to keep the percentages in balance compared with

Typical Manufacturing Overhead Budget

	Actual Year, 1913	*Budget Year, 1914*	*Actual Year, 1914*
Maintenance Accounts:			
Building and ground	$8,345	$4,500	$5,438
Machinery	4,575	2,500	2,682
Small tools	6,643	2,000	2,447
Power, heat and light plant	5,411	3,000	2,728
Belting	1,282	500	419
Patterns and core boxes	901	1,000	239
Dies and jigs	1,737	1,000	2,855
Trucks	107	200	170
Miscellaneous equipment	159	100	49
Furnaces	124	100	75
Other Accounts:			
Superintendence and general salaries	12,808	12,800	10,518
Foremen and department clerks	19,353	17,500	11,146
Factory Office supplies	1,692	800	580
Handling material and stock—Piece work	4,078	5,300	6,648
Handling material and stock—Day work	14,372	3,500	4,077
Unloading stock—Piece work	3,449	1,000	1,347
Unloading stock—Day work	1,532	200	173
Inspecting	2,086	3,000	3,510
Barn, team and auto trucks	5,209	3,000	2,023
Fair and sample room work	886	750	722
Experimental work	9,312	9,500	9,574
Repairs on improvements and returned goods	506	500	2,836
Defective material and work	8,838	3,000	6,050
Watchmen, janitors and elevator men	4,616	3,000	3,978
Sick and injured employees	170	1,000	577
Pensioned employees	...	...	...
Inventory	943	600	659
Changing dies	239	500	1,712
Premiums and allowances	2,425	400	113
Miscellaneous factory expenses	5,708	2,000	2,033
Engineer and firemen	2,185	1,800	1,780
Fuel for power and light	2,887	1,500	1,667
Lubricants and waste	381	200	184
Purchased power, heat and light	9,604	8,500	6,671
Forge shop materials	2,452	1,200	1,178
Grinding materials	507	400	224
Factory insurance	2,548	2,600	2,740
Factory taxes	2,636	2,700	3,695
Factory depreciation	11,592	12,000	11,776
Factory traveling	1,386	500	724
Total	$163,684	$114,650	$116,317
Total sales	$1,247,000	$866,000	$942,000


Koenigszelt
Silesia
Karlsruhe
Majolica
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Paul
Mueller
Lorenz
Hutschenreuther
Reinhold
Schlegelmilch
The
Season's Greetings
B. TOMBY INC.
20 West 23rd Street
New York

les. For many years past we have taken an approxiate inventory every thirty days, and a very careful one ery ninety days, bringing out a profit and loss account, rmerly every thirty days, now every ninety days.

(6) Provision for funds is always carefully supersed to see that we can keep our purchases on a cash scount basis continuously.

(7) A continuous cost system is run on lots put rough from time to time, but not a total cost system on ery item as this is too cumbersome and we have never en able to make it balance.

(8) Predetermining of profits and losses. Usually e can estimate our profits in advance by quarters, but t always by years. Seventy per cent of our inventory carried and has been carried at 1914 basis of cost, and per cent at cost or market, whichever is lower.

Budgeting for Special Businesses

The budget for the jobbing or engineering enterprise ay entail problems slightly different from that of the tablishment which makes a definite product. Sales nnot be so definitely planned because the requirements customers will vary from contract to contract. Neverless, there will be elements and operations common to l contracts, and the jobbing or engineering concern as first step towards budgetary control must determine hat it really does make.

Analysis of past sales may reveal the fact that its tput falls into a relatively few classes; that slight and material dimensional variations have been tolerated in e requirements of customers; that no consistent effort s been made either through careless design or a false nse of economy to use the same parts on several conacts; that certain parts which recur frequently in the quirements of customers can be profitably made up to ock; that all contracts can be split up into fundamental ements of operation upon which it will be desirable to tain time studies for scheduling purposes. In other ords, the more definite information of jobbing enterise has of past performances, the better will be its ances of ending the year with a profit.

Budgeting the Finances

There is a seeming reluctance on the part of business en to establish financial goals or programs, to definitely an ahead what they can or expect to do with their nancial resources. There is a widespread feeling that only sales can be made all else, including financing, ll somehow take care of itself,,yet there are limits and rains to which the financial resources of a company can safely subjected, and it is possible to ascertain such as finitely, or almost as definitely, as one can the capacity a machine or the tensile strength of a piece of steel. fact, one of the chief objects of the budget is to show nearly automatically as possible just how far capital ll safely go and the point beyond which new capital will necessary.

The available capital of an enterprise, that is, its outnding capital stock, earned surplus and funded obligaons, are distributable in ratios that will vary from dustry to industry and from plant to plant among buildings, and equipment, inventories, cash on hand, and the net of current receivables over current payables.

For all lines, seasonal and non-seasonal, it is urged, that the most be made of capital resources. This means that new buildings will not be acquired if space in old ones is available or can be allocated more efficiently, that additional equipment will not be purchased if better scheduling will reduce the idleness of machines and allow for larger and more constant operations, that excess purchases of material and excess employment of labor will be avoided, that goods will be sent through the factory expeditiously, that collections will be placed on a sound and reasonably prompt basis.

Second, that it be clearly realized that short-time obligations are not a permanent contribution to capital and that manufacturers shall hold themselves in readiness to liquidate, if and when required, by at least maintaining a comfortable margin of cash and liquid accounts receivable over current indebtedness. Short-term obligations ought to bear a definite relationship to the capital of a company or rather to those assets which are properly coverable by short term borrowing and any unwarranted increase in this ratio regarded with alarm. The liquidation of debt ought to go on hand in hand with the liquidation of inventories or accounts receivable and it is a danger signal if a given debt should carry beyond the liquidation of the inventory or other transactions for which the same was incurred. The practice of some bankers of requiring a sixty to ninety day liquidation from non-seasonal as well as seasonal lines is a conservative influence and has a salutary effect even though this requirement may mean only a rotation of loans among other banks.

Third, and most important of all, that there be self-imposed limits of business to be undertaken in any one upon available capital.

A business can be organized upon one of two bases—the minimum plan or the maximum plan. The minimum plan calls for a volume of sales sufficient to yield a fair return on investment. If an amount of business above this minimum is secured the elasticity of the organization is depended upon to handle this additional volume without much extra expense. The starting point, however, is not *how much* business can be secured but how much business is needed for a fair and healthy profit.

The maximum plan calls for all the business that can be had. It is assumed that the buying power of the American public is inexhaustible and that the demand can be created where it does not exist. Astounding successes have been made by intrepid American business men who, sensing a demand long before it was evident, have embarked upon vast programs of expansion only to have the sales in a relatively short time catch up with their facilities. Immense fortunes and dominating positions in industry have thus been secured, but for every such success we dare say there have been a dozen failures, some of them of quite recent date.

Few manufacturers have been willing to impose limits, based primarily upon a fair return on investment, to the amount of goods they will sell and produce. A min-

SOY KEE & CO.

7-9 Mott Street (Chinatown) New York

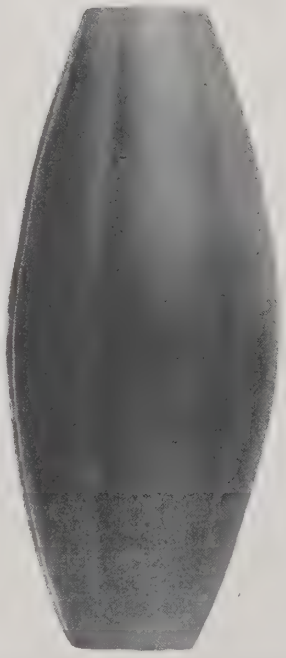
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m financial program will not likely build fortunes in ıy but, with reasonably skilled management, its adop- ought to lead to steady and substantial progress and, ıe long run, to greater net profits than enjoyed by the :age business. Organized to do a minimum volume will yield a fair return, there will be ample room for nuity and aggressiveness to handle a percentage of tional business, with substantially the same equip- t and the same forces. Proceeding in a conservative ner, with debts under control, and sales and produc- attuned to finances, with growth proportioned to ımulated surplus and net earnings, few situations arise that will greatly disturb such an enterprise.

How One Manufacturer Uses the Budget

is assumed that the management of the business has ıe beginning of the factory year, determined upon a mum volume of business and has also determined ı a maximum volume not exceeding the minimum by ; than 25 per cent.

ıe next logical step is to break up or translate this mum volume into machine and parts in proper pro- on as determined by past experience and other avail- information. The total of machines and parts is the s of a monthly schedule of producution, due allow- being made for stocks of wholly or partly finished s. The production schedule of machines and parts ain translated into: (1) Raw material; (2) Produc- labor; (3) Overhead expense.

ıe raw material requirements are then built into the material supply program drawn up in dollars, tons, pieces, due allowance being made for inventories of and processed materials.

ıe producutive labor requirements are likewise made asis of a productive labor program to be used in uring or controlling the rate of production.

e overhead expense is broken up into a budget which ıe divided into any desired detail that will fit the unting system. Each foreman or department head ikewise be furnished with a supplemental budget to e him to check his own efficiency.

e purchasing department is given the program of rials actually required, by totals for the year and hly, and it is then, with the assistance of the man- ent, in a position to formulate a program of ma- commitments. Since commitments are often bind- rders or contracts not ordinarily subject to cancella- t is important that control of such commitments be ished. This control can be shown graphically by a in which, starting with the inventory at the begin- ning, the commitments are shown until the manufacturing conditions compel a revision, by an amount equivalent to the material called for monthly in the manufacturing program. Against these commitments deliveries will be posted as well as the amount of material consumed in manufacture. Safety and good management demand that commitments shall cover short periods like months and quarters even where in cases of longer deliveries they are made three months or six months in advance.

Finally, material requirements for the last part of the manufacturing season are the most important and require the most careful attention if the best financial results are to be secured. It is assumed that provision has been made for a minimum program and as the manufacturing season progresses, it will be possible to ascertain whether this program will be fulfilled or exceeded and upon the basis of this information, the final material commitments will be adjusted so that the material will be used up in the manufacture allowing for a reasonable excess of material, with which to start the next manufacturing year.

The requirements of various so as to take care of shipments, forms the basis of a monthly factory schedule of production. This, too, can be set up in an efficient way graphically as a control program, against which are posted actual accomplishments. In this manner a picture of existing conditions will be secured. The monthly schedule will take into consideration the amount of finished stock on hand at the beginning of the year, and the inventory with which it is desired to end up the season. The first production orders and material requests allow for materials and goods in process, so as to bring about a balanced condition as soon as practicable.

In addition to material it is possible to set up monthly requirements of productive labor, in total and by departments, or foremen. A schedule for productive labor can be set up against which actual results will be recorded and which schedule will afford a picture of shop conditions as well as a check against estimated costs, particularly if standard costs or the piece-rate system of compensation is in effect.

One of the important items requiring control is overhead expense. At the beginning of the year, each of the items making up this expense should be carefully gone over in an attempt to cut down wherever possible. The actual results accomplished in regulating overhead expenses in the Deere & Co. factory is shown in the boxed insert on the second page of this article to which the reader should refer.

Quick Turnover Yields Profits

Stock Up With Goods the People Want and You'll Speed Up Turnover

RATE of stock turnover is one of the most important factors in successful retailing. It is the barometer by which the efficiency of any store can be accurately measured. In fact, the past two years have taught many retailers the vital importance of a rapid rate of turnover and of keeping the investment in stock down.

Some merchants reduced their investments to a point where deficiencies in the stocks carried seriously interfered with sales. This is a condition which exists in a large number of stores today. It was brought about very naturally, as the retailer who had, for instance, to write off the value of his stock from $60,000 to $25,000 was not eager to venture a larger investment than he felt necessary. Furthermore, the shrinkage of inventory values resulted in many merchants finding their capital reduced to such an extent that they could not borrow the required money to finance large investments in stock.

This condition is undoubtedly one that is, and has been, responsible for the loss of some sales, owing to the gaps in the assortments of merchandise carried. It has resulted in a limited amount of choice as to qualities and assortments of goods that the customer feels it is her or his privilege to demand. But because of improved buying on the part of the consumer, and also in some measure because of rising markets, the retailer is now expanding, to some extent at least, the stocks he is carrying.

But expansion of stocks is not desirable in itself. It seems to me that the most valuable point for the retailer to still bear in mind is the necessity of rapid turnover. He must select his merchandise, not only with regard to having a wider assortment but with certain definite views as to how quickly he is going to turn that merchandise over after he has bought it.

Meaning of Turnover

It is surprising to find that some merchants have a confused knowledge of the meaning of the word "turnover." To many it suggests total sales volume. Defined accurately, however, it means the number of times in a year that a certain stock of merchandise is sold and replaced. It can be computed on either the basis of cost or retail values. If a store carries an average stock of merchandise large enough for four month's sales, then the rate of turnover will be three times for that year. For example, if the average stock at retail has a value of $100,000 and sales for the year at retail are $500,000, the rate of turnover, then, is five times.

The simplicity of this computation suggests the need of adopting every practical improvement in store methods and systems. This is demonstrated by the fact that, in as important a question as that of turnover, only stores which operate under a perpetual inventory system can ascertain what the rate is at shorter intervals than one a year. Annual turnover figures are worth little, if any thing. In the first place, they are available too late to b a guide in correcting errors in buying. Weekly o monthly figures enable the merchant to adjust mistake of this nature when they occur. Moreover, annual inven tories are taken when the stocks are low and, conse quently, do not represent average or normal condition The results are, therefore, misleading and the figure distorted.

It may be said without question that the profitablenes of a business can be judged very largely by the turnove Practically every day there are stores which fall into th receiver's hands because, for some apparently unknow reason, they are no longer on a paying basis. An exam ination of the stock carried invariably tells the tale. I nearly every instance it is found that the store in difficult had not watched its turnover.

Merchandise will be carried along for years, tying u money and preventing the purchase of fresh, up-to-th minute goods. One department may, for example, ope ate at a loss because of the fact that some of the patter are out of date. But by measuring the turnover ra in the department by a reliable standard this unsati factory condition would have been revealed at its ve inception and the merchant would have been saved fro a severe loss. Besides actually saving money in this ma ner, the retailer will become known as a live and pr gressive business man, and his store referred to as good place in which to buy. On the other hand, the r tailer who has a reputation for carrying a poor stock goods is always classed by the public as a failure, ev though he should be able to avoid the bankruptcy court

Eliminating Mark-Downs

Not only are the large mark-downs which some me chants have to make escaped by a rapid turnover, b cause the goods are kept moving and do not have a chan to depreciate while on the shelves, but there is practical no increase in the amount of expenses as turnover i creases. The fixed operating charges of a store are th same whether the merchant sells $1,000,000 or $1,200,00 the only difference there might be occurring in the dire selling salaries. Even here the percentage to sales wou be less in proportion to the larger volume. The studi made by the Harvard School of Business Research f 1921 show the total expenses to sales to be 27.9 per cen In other words, this merchant would have a clear ga of practically 27.9 per cent of $200,000 by increasing h rate of turnover only one-fifth.

When we compare this small increase with what possible, it is really a marvel that some merchants a still in business. It is very proper to assume that lack

(Continued on page 242)

The Popular Glassware Pattern



FOSTORIA GLASS COMPANY

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DENVER, COLO.
1523 Glenarm Street . . . . . C. E. Hilliker

BALTIMORE, MD.
Mercantile Savings Bank Bldg., W. T. Owen & Co.

DALLAS, TEXAS
Dallas County State Bank Bldg., H. J. Blakeney & Son

SAN FRANCISCO, CAL.
86 Third Street . . . . . B. F. Heastand Co.

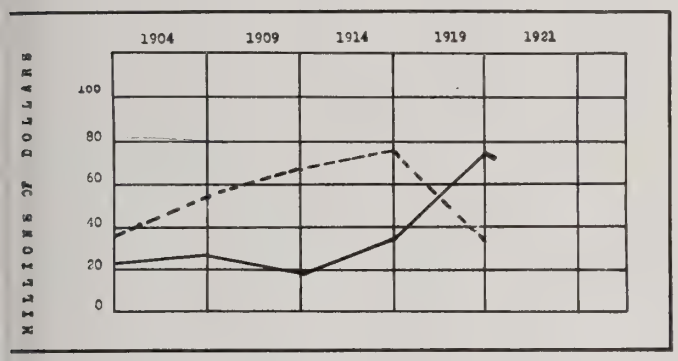
PHILADELPHIA, PA. ▸ 1104 Arch Street ▸ Joseph Tomkinson

The Trend in Business

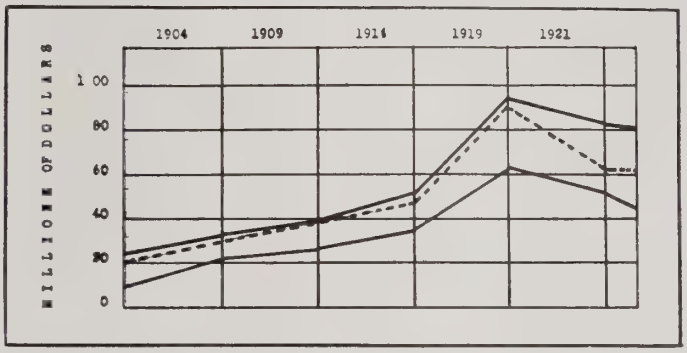
Some Reasons Why This Year Shapes Up Better Than Last, and Forecasts a Better Year to Come

By Stillman Taylor

BUSINESS is entering the last remaining weeks of the year at a slightly faster clip and drawing our conclusions from the basic factors which may be ermed the backbone of national prosperity, it may be tated with conservatism that the outlook of business is ;ood. The primary markets are comparatively quiet just iow and activity has passed on to the retail distributive



alue of pottery products indicated by solid line, wages shown by dotted line

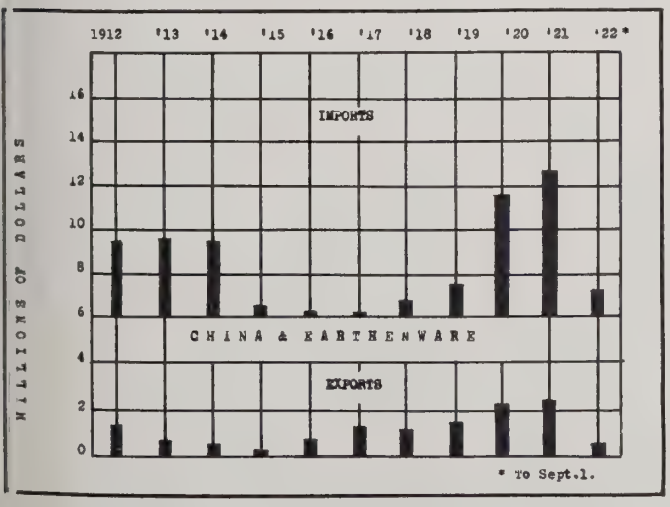


Glassware production—Upper line, value of bottles and jars. Dotted line, wages—lower line, value pressed blown glassware

ades as the holiday season nears. So far as can be ascertained at this writing, department and general retail ore sales are already 25 per cent greater than last year id the biggest wave of buying is yet to come. We confidently look forward to a very heavy sales volume in the nal Christmas rush. If present indications do not fail, ie increased consumer demand not showing in daily increasing sales will probably afford a very good spring deand.

One of the very encouraging factors is found in the eady employment of labor, with wages holding firm and o apparent evidence of top-heaviness in the employment situation. That wages are about to become stabilized on a higher level, which indicates no lowering of the scale of living, is perceived in the new wage agreement with six trades just signed. This apparently assures that the present wage scale in these branches of the building trades will be effective throughout 1923. The increase throughout the country of postal savings is another constructive factor, and the gradual stabilization of wages naturally adds stability to the whole price structure. From this is drawn the economic conclusion that this stabilization forecasts additional demand from consumers, and by the natural working out of the laws of supply and demand, prices of all products now out of line will be adjusted to these approximate normal levels. This has been so generally true in the past that it has been established as a kind of economic precedent and like history there is a probability of this force again repeating itself.

In basic industries, such as coal and steel, steady improvement is noted. The anthracite shipments last month



China, earthen and stoneware imports and exports

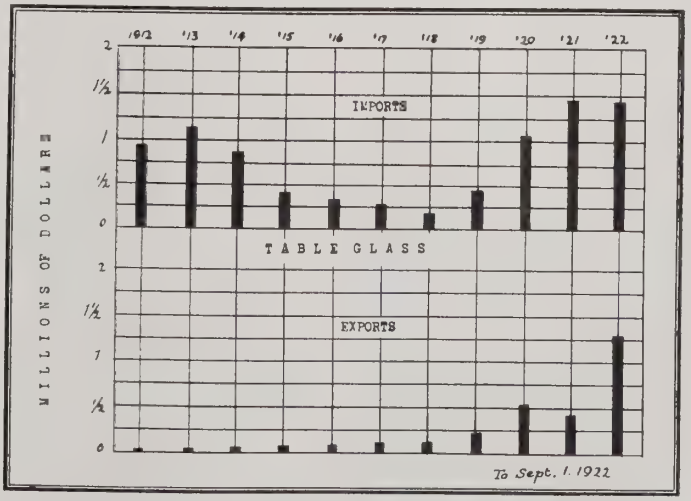


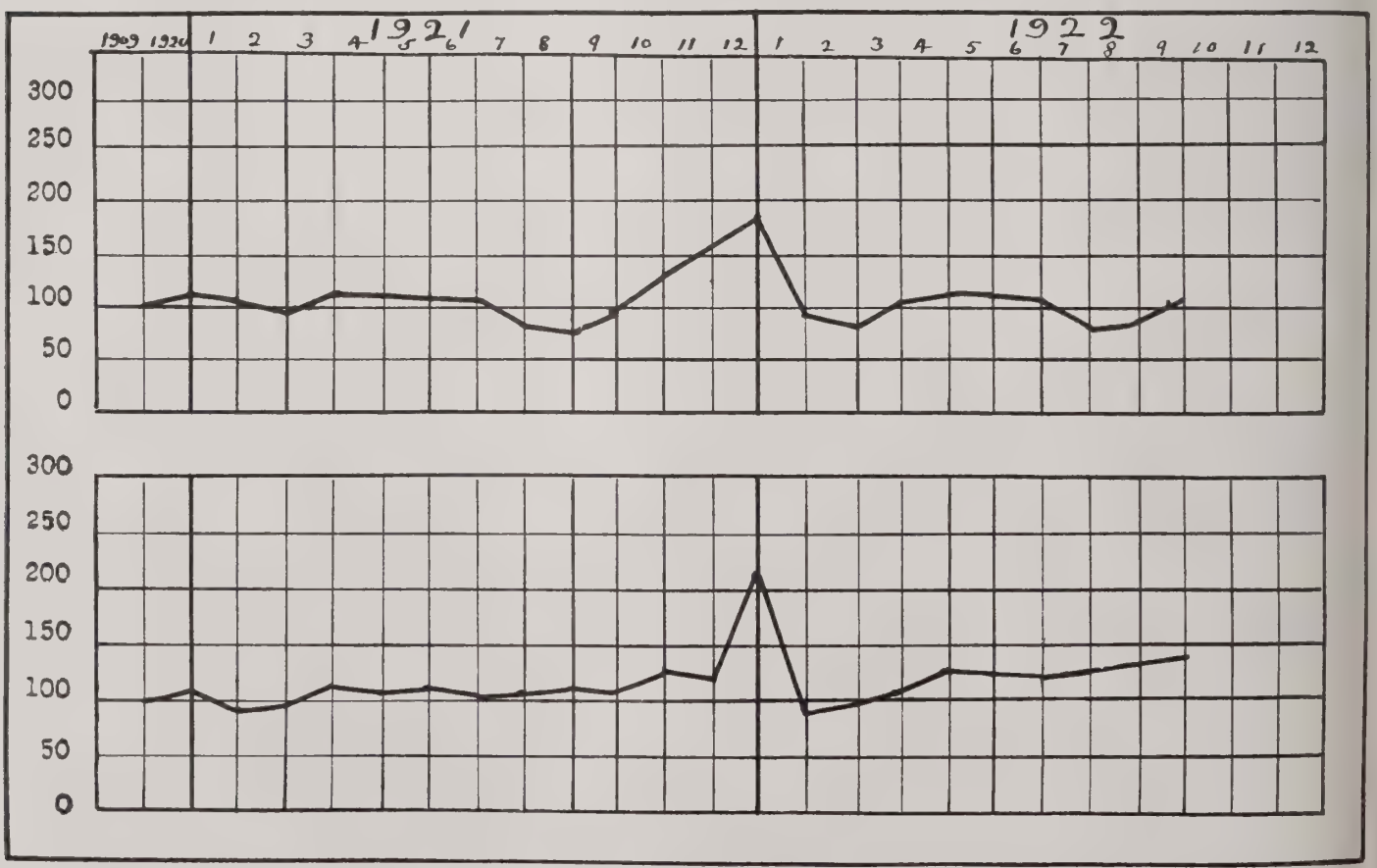
Table glassware, imports and exports

totaled almost 6½ million tons, which equaled the shipment of December, 1920, and exceeded the same month in 1921 by 20 per cent. In Pittsburgh, steel production is 83 per cent of capacity and about 80 per cent in the west, and the former reports that it will have one of the largest Christmas payrolls in its history. The total construction of buildings for the past eleven months is 53 per cent greater than last year, the 1922 total for this period being over five times that reported for the entire year of 1918. Automobile production is active, last month's production being twice that of the same month last year; the output for the past eleven months being over 2,344,000 cars, compared with a full year's production of 2,205,000 cars in 1920. The financial condition of Europe is brightening and exports of domestic products are increasing.

The same constructive factors which are steadily improving the volume of business in other departments of industry are also beginning to reflect an improvement in the pottery and glassware manufacturing lines. A few moments study of the graphs on these two pages will clearly indicate how the present compares with the past and also indicate the probable trend for next year. The strike in the pottery generalware plants will lower the production for the current year to a considerable extent, but with the prospect of a larger demand in sight for the coming year, the industry will undoubtedly regain much of this loss during 1923 by increased production.

From the retail viewpoint the outlook is decidedly optimistic. If we may accept the fundamental economic law that as prices rise consumption decreases, it is self-evident that the retail merchant cannot afford to exploit consumers without decreasing sales volume. A good many big merchants are prepared to offset small or moderate advances in prices through greater efficiency in management and economy in operation. Advancing prices are the chief concern just now in retail circles. Providing manufacturers, wholesalers and importers will strive to maintain present prices and not attempt to exploit the demand by securing higher figures, there is no sound reason why business should not continue good throughout the year 1923. But if producers and distributors endeavor to take advantage of the increasing demand to jack up prices, there is every reason to expect that trade will slump off before the usual summer business begins in March and April.

To the argument that restricted immigration is likely to retard business revival, it may be stated that it would require a very great influx to offset the low rate of immigration from 1915. The greater our population increases the greater will be our per capita consumption and per capita production. But on the other hand, the settlement of the financial difficulties of Europe will assuredly create a big demand for our products abroad. All our exports are now increasing in encouraging volume, and we are certainly facing the new year with more confidence and with far brighter prospects than was thought possible a few months back.



Top line shows department store sales of 63 stores in New York, Federal Reserve Index Numbers based on dollar values. Base figure 100. Bottom line shows 5-and-10 cent store sales of 4 chains of stores. Base figure 100. Monthly average for years 1919, 1920

Show Costs and Values in Inventory

Avoid Padding Stocks But Keep Accurate Record of Cost and Retail Values and Reduce Mark-Downs

AMONG the many improvements recently made in store methods is the adoption of the retail inventory system of accounting for merchandise, ac-ding to T. L. Blanke, Director of the Bureau of Ac-nting and Control of the National Retail Dry Goods sociation. The system, said Mr. Blanke, enables the rchant to know what his stock of goods on hand is at close of each day, week, month or year, or any other iod, for each department in the store, and he thereby ble to control his investment. An efficient control of stock not only saves money on the money invested, what is of much greater financial importance, helps he avoidance of depreciation of goods on hand and in ntaining up-to-date merchandise.

Inder this system of inventory accounting, he contin-, the merchandise is charged to the various depart-its on the books of account at the retail or selling e and also at cost. These cost and retail values are mulated for the year by periods and the percentage ark-up is arrived at by deducting the total cost from total retail values and dividing the result by the ac-ulated retail figures. The retail value of the inven-at the close of any period is arrived at by deducting sales and mark-downs taken on the original selling e from the accumulated retail values. The cost value he goods on hand is then computed by subtracting n 100 per cent. the percentage of purchase mark-up, remainder being the percentage of cost. Multiplying retail value of goods on hand by this latter percentage s the value of the inventory at cost. Physical inven-s are taken at the close of the year at the retail es and the book figures are adjusted to them.

ne percentage of mark-up on merchandise must be ient to cover the cost of salaries and other operating administrative expenses, receiving and delivery costs, c-downs, inventory losses of all kinds and a net t for the business. That a net profit is not always zed is shown by the fact that the average net profit all stores reporting in 1921 was less than one cent ach dollar's worth of sales.

ne system is very easily installed and operated, and s been found entirely practical for the small as well e large stores. It has been approved by the Treas-Department, through the Bureau of Internal Reve-and is being installed by all the leading public ac-tants of the country. There is no question that the m actually saves the retailer many thousands of dol-annually. The President of one of the largest met-itan stores recently said that it would increase his ting expenses fully $600,000 a year to go back to cost' system of taking inventory, while a somewhat smaller merchant stated that the use of the 'cost' system would increase his expenses more than $200,000. It is therefore as important to the consumer that the retailer should be efficient in his accounting methods as it is to the retailer himself.

What are the advantages of this system that enable the merchant to make this saving? In the first place, it furnishes a definite and reliable basis for the taking and valuing of stock for financial statement purposes. This is of vital importance to the banker and broker when passing upon the financial statement of a client. It is, therefore, of direct benefit to the retailer himself in that it establishes greater confidence in his financial ability, making borrowing easier and on more liberal terms.

The inventory system is accurate in the results that it shows. The Internal Revenue Bureau has accepted it because of the fact that the book figures are accurate and easily verified. The complete records of every step, from the purchase of items to their final disposition by sale, are readily checked. It is almost impossible to do this under the cost system. The natural result is that those who use the retail inventory method have substantiating evidence of their actions, while those without it may be subject to some adjustments by tax officials, which may be felt to be unjust, but, from lack of evidence, they will probably suffer.

Furthermore, the fact that accurate inventory values are available at all times makes the system particularly valuable from an insurance standpoint. The records will show at any time just what the amount of stock is in each department, so that a store can carry sufficient insurance, but will not carry excess amounts and thus incurring unnecessary expense.

In addition, this method provides an efficient check in dollars and cents, as between book and physical inventories at retail, without the use of percentages. If large differences are found to exist between the two, the work can be rechecked and errors corrected. It will disclose inventory padding on the part of those handling the stock. If a buyer should report an inventory at retail higher than the book inventory it would be sufficient grounds for believing that he was attempting to increase profits by inflating the stock. This is especially true where the buyer is receiving a bonus based upon earnings.

Through its use merchandise stocks may be controlled. Unless the merchandise manager knows at least once a week the amount of stock in each department, the size of the inventory or the stock turnover cannot be controlled. Time is saved at the close of the fiscal period or at any time when the physical inventory is taken. With this sys-

(Continued on page 243)

A Merry Christmas and a Happy New Year

FROM THE

S. HERBERT CUT GLASS CO.

35-37 West 23rd Street, New York

THE FOLLOWING GREAT LINES WILL BE ON EXHIBITION AT THE

WM. PENN HOTEL, Pittsburgh, Pa.

Rooms 403-405-407

BEGINNING JANUARY 8th, 1923

EDMONDSON WARRIN, Fine Decorated Glass.
THE S. HERBERT CUT GLASS CO.
COLONIAL DECORATING CORP., PopularPriced Decorations.
FRONTIER CUT GLASS CO., Decorated and Light Cut Glass.
WM. SKINNER & SON, Inc., Popular Cut Glassware.

WONDERFUL GOLD AND COLORS IN DECORATED
GLASS NOVELTIES, COMPRISING THE MOST ELABORATE
COLLECTION OF MODERATE PRICED ARTICLES
EVER SHOWN IN PITTSBURGH

In charge of EDWARD E. HAMBLIN and HENRY W. PRICE

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35-37 West 23rd Street
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Exhibition In Chicago, at the Congress Hotel

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WE WILL FEATURE

DECORATED GLASSWARE—Most Surprising Effects.

CUT GLASSWARE—At Strictly Factory Prices. For Little Money.

LIGHT CUTTINGS—Great Values to Retail from $1.00 Up, at a Good Profit,

GLASS SPOONS, Etc.—From Our Own Shops, at Remarkably Low Prices.

IMPORTED GLASSWARE—One of the Great Features of Our Exhibition.

BE SURE OF VISITING OUR EXHIBIT

Exhibit in Charge of EDWARD E. HAMBLIN and HENRY W. PRICE.

The Perpetual Inventory

What the New System Is, How It Works and How to Adapt It To Your Business

By W. L. Holmes

WHILE the perpetual inventory system is a short-cut to stock taking and does away with the laborious physical method which has so long been in use, the merchant should not jump to the conclusion that it is a universal method which can be applied to all kinds of merchandise. The perpetual inventory possesses a great deal of merit, it has numerous advantages, but like the cash register system of recording sales, its uses are limited. Limited, because its use in departments where the stock of goods includes a large variety of small items is not advisable because of the large amount of labor involved in checking the same items. But in many departments of the store, and as a means of keeping track of raw material and semi-finished stock in manufacturing plants, the use of the perpetual inventory possesses many advantages which should not be overlooked.

As the perpetual inventory will not automatically function itslf, the proper time to introduce it is after taking the usual physical inventory. When this is being done, preparation for the installation of the perpetual inventory is accomplished by giving each article in stock an individual serial number. This may be easily and legibly done by stamping the numbers on price tags by means of a numbering machine. This serial number of each merchandise item is put down on the inventory sheet. For the inventory sheet multi-column ruled paper may be used, and each line should be numbered to correspond with the numbers on the merchandise. On the same line is given the kind of merchandise and the marked retail price.

PERPETUAL INVENTORY TEST				GENERAL STORES SUPPLIES	CLASS
COMMODITY					SIZE
DATE CHECKED	STORES TAG BALANCE	MATERIAL ISSUED NOT POSTED	ACTUAL STOCK	PERPETUAL INVENTORY BALANCE	CHECKED BY	REMARKS

Fig. 1.—The Inventory Shortage Test Record

In order to check the quantity in stock at any time, it is essential that each sales check carry the stock number of the article sold. In the case of reductions these must likewise show the numbers, and as invoices are retailed each item must carry its correct stock number. Careful checking of the numbers on price tags and invoices must be done, that the numbers may agree.

As the perpetual inventory is an office record, it should not be kept by the sales force, but handled by the office. To be up to date it should be written up each day. This is the way many stores keep their record. Every morning the list of items bought the day before are added to the sheets, each individual sale entered and prices changed to take care of any reductions. When articl are returned, these must be entered and a new numb given them, as when purchased. This is essential prevent errors, as many price tags will be lost when goo leave the store and the number on the inventory she should not be reinstated.

Owing to the fact that the perpetual method is double-check method, and the price tag must agree wi the invoice, any failure to record transactions, or a sale person's failure to follow the marked price, will at on be disclosed. These discrepancies will be noted as soo as the perpetual inventory system is put into effect. Th is why the perpetual method is so valuable as a mea of detecting a stock shortage. At the beginning ma errors may occur, but as this will consist of making mi takes in recording the correct stock numbers on sal checks, it may be followed up by the office immediatel and in a short time t system will be worki smoothly.

To receive the full ben fit of the perpetual inve tory method, a shorta test should be taken at i tervals of at least twice month, and many stor will find it advantageous do this once a week. Th is accomplished by selec ing a number of ite from the inventory reco and checking them up in t department's stock. Whe ever any missing items a discovered, the whole stock of that department should inventoried and checked up with the record. In doi this it will be discovered that the open items appearin on the record, but which do not appear on the inventor will be a positive means of identifying missing article The total of these missing items will form the sto shortage. With this information and a list of descriptio and prices the leak is soon found and stopped.

To insure accuracy a controlling sheet with colum ruled to record the purchases, claims, sales, return reductions and transfers of each store day should be kep This sheet is kept checked up with the department's reg lar merchandise record and the perpetual inventory reco balanced each day to check up with the controlling she This does not involve expert labor, but only ordina clerical accuracy.

The perpetual inventory system is neither technical n complicated, and its use does not entail any special form

and the record and controlling sheets may be easily ruled up by almost any one in the office. While a special form of price tag is not absolutely essential to the practical working out of the method, its use is desirable for quick and accurate recording. A very good price tag is one having a small coupon on which to write the stock number and price. Using this form of tag, the coupon is detached when the article is sold, and the sales check number or the salesperson's number who makes the sale, s written on the back and the coupon is dropped into a ocked box provided for this purpose. This provides a ure method of checking the accuracy of the sales checks nd will indicate when stock numbers are incorrectly iven and illegibly written.

One of the great advantages of the simple but effective erpetual inventory system outlined is that it is not exensive to install and operate, and it does not interfere in he least with selling. Other methods which involve ecord keeping by the salesforce, seriously interfere with elling and the combination of record keeping with serv- ng customers naturally is not conducive to the accurate ecording of this important data.

The use of the perpetual inventory method is likewise f great practical value in keeping a record in manufac- uring plants. The perpetual inventory or stores control ethod has been very clearly summed up in a very practi- al and informative bulletin issued by the Fabricated roduction Department of the United Chamber of Com- erce. This bulletin prepared by Arthur Lazarus, of the ost Accounting Bureau, is as simple in operation as that utlined for use in the retail establishment, as the follow- ig advantages of the method, reprinted from the bulle- , plainly indicate.

The Material Control

The routine of material control centers in the safe and derly custody of goods and this requires their identity. lation, safe housing, orderly arrangement, etc. The res department must preferably not issue anything m stores without a properly signed requisition. What- er exact procedure is adopted, the guiding principle should be a control of the quantities of material to be issued upon a given job or to a particular department. Otherwise the factory will draw in excess of requirements to cover spoilage.

The following steps cover the routine of controlling material: (1) the executive responsible for the ordering of material makes out a regular purchase requisition. (2) The purchasing department writes out a purchase order, a copy of which is sent to the stores department for filing in the receiving room. (3) Material is received in the receiving department, loads are checked, the material is unloaded, opened, counted, inspected, recorded against proper purchase order, the material is removed to the proper stores location and proper receiving bin location and material ledger entries made. (4) Material is issued to the various departments on presentation of authorized requisitions, proper bin tag deductions made, and issues of material sent to the cost department for purposes of cost allocation. (5) Material is from time to time scrutinized, counted and checked with stores records and the shortages reported to the purchasing department. This checking will be particularly valuable in disclosing material for which there is infrequent demand and the supply of which can be curtailed. By the application of this principle to finished stock, the perpetual inventory records of one manufacturer showed at a glance that he was carrying 17,000 items, of which only 600 were active, and he proceeded thereupon to eliminate most of the slow moving items.

Forms of Material Control

There is a natural temptation to multiply the forms used in material control. This tendency, if unchecked, will involve the organization in much "red tape" which will largely nullify advantages to be secured from the stores procedure. It is difficult, however, to control material effectively without the following minimum series of forms: (1) Purchase Order, the make-up of which is so familiar that a specimen is not needed. A copy of the purchase order is sent to the stores department, and goods as they are received are checked against this order. To

DETAILED PERPETUAL INVENTORY FORM

FOLIO NO.
LEDGER ACCT.
SUB. ACCT.
NORMAL STOCK ABOVE REQUIREMENTS
MAXIMUM STOCK
MINIMUM STOCK

NAME OF ARTICLE PATTERN
DESCRIPTION
LOCATION— BIN NO. SPACE NO.
PREVIOUS ANNUAL CONSUMPTION—1917 1918 1919 1920 1921 1922

ORDERED			RECEIVED INTO STOCK				ALLOCATIONS					USED				ON HAND	
DATE	PURCHASE ORDER NO.	QUANTITY	RECEIVING SHEET NO	PURCHASE ORDER NO.	DATE	QUANTITY	CONTRACT NO.	DATE REQUIRED	QUANTITY	CHECK ON QUANTITIES AS USED	AVAILABLE OVER REQUIREMENTS	CONTRACT NO.	REQ NO	REQ DATE	QUANTITY	DATE	QUANTITY

Fig. 2.—Suggestion for a detailed inventory form to accurate check material and finished stock on hand

Compliments of the Season

Percy N. Leyland, Inc.

Sole Agents for

Wedgwood & Co., Ltd.
Newport Pottery Co., Ltd.
Fine Earthenware

George Jones & Sons, Ltd.
Crescent China and Earthenware
Ivory Embossed Earthenware
Plain and Decorated

H. J. Wood King & Barratt, Ltd.
Teapots Plain and Decorated

Telephone
Gramercy 6626

184 Fifth Ave., New York City

ssure accurate count and weight, as well as to prevent ossible collusion, some establishments use a separate oods received voucher, which is also used to inform the rious departments of the arrival of material. The dering out of material is then squarely placed upon the ads of the operating department or the planning depart- ent. The independent goods received voucher gives the t of material received, the department ordering the me, the date ordered, the date received, and a descrip- n of the articles and lot numbers.

(2) The Bin Tag, attached to the front of each bin, entifies the bin contents, provides for the material mbol, if any, quantity on hand, material receipts and sbursements, and the minimum quantity for re-order rposes. The bin record affords a convenient check on the stores record, or as hereafter termed, the per- tual inventory record. It likewise enables the store- eper to know readily what material he has on hand, thout each time making a physical count. Those store- epers who object to the clerical work necessary to keep the bin records may very well pause to consider hether they are not keeping records that are far less lpful and more clearly dispensable.

(3) The Material Requisition is the storekeeper's thority to issue material. This requisition may call r the following information: the name of the depart- nt requiring the material, the requisition number and te, signature place for storekeeper, the charge by count, symbol, department or order, the quantity sired, description of article, the purchase order number, res symbol, unit price, value of goods requisitioned, a a place for the signatures of those approving the quisition and receiving the material. When a requisi- n is filled the storekeeper forwards the same to the ventory clerk, who posts the withdrawal of goods on records and sends the requisition to the cost depart- nt for purposes of cost allocation. Of course, before rwarding the requisition, the storekeeper must post the b tag. A proper checking of the consumption of mate- ri requires that no issues be made without a written o er on the storekeeper, same to be properly receipted.

(4) The Perpetual Inventory Form is the pivotal point o the stores control system. Through this record, on wh additions and withdrawals of material are noted. it s possible to tell what material is at hand at any time wh out a physical inventory.

The form of perpetual inventory will vary with the requirements of individual plants, hence the presentation o one ideal form cannot be entirely successful. Instead, tw forms are given, one simple, the other in detail. The fi is a modification of a form now used by a large man- ufacturer of paper products, the second a modification of a rm in use by an engineering organization specializing in eating apparatus.

The simple form (Fig. 2) provides in its heading for th name, description, size and classification of the com- m lity, as well as for the unit of measurement and the m imum quantity to be kept on hand. The body of the fo n has four main sub-divisions relating to purchase, receipts, issues and the balance of material on hand. Under "Purchases" are given the name of the seller, the number and date of the purchase order and the quantity ordered. Under "Receipts" the purchase order numebr is repeated, invoices and received dates given, and both quantities and values shown, the latter by units and in bulk. Under "Issues" there are columns for the date of issue, the requisition number and job or department to be charged with the issue, and likewise the quantities and values of material issued.

(5) The Perpetual Inventory Test (Fig. 1) is an important link in the chain that makes less frequently necessary the burdensome and often inaccurate annual physical inventory. Recently a storekeeper termed the annual physical inventory a nightmare and a newspaper of the solid and non-sensational type carried a headline, "The spectre of inventories is again stalking the business men of the country." At all events, the annual physical inventory surely entails a general dislocation of plant and frequently a complete shutdown lasting as much as three to seven days, and then the results are not dependable. Hence the desirability of eliminating the annual physical inventory, if that is possible.

This is accomplished by independently checking the material indicated as on hand on the perpetual inventory and bin tag records with a physical count of selected items of stores, and noting and correcting any discrepancies betwen stock actually on hand and the quantity shown by the bin tag and perpetual inventory records. These inventory tests are made periodically and systematically, preferably at times when the supply of material selected is lowest, and the attempt is made to cover each item of supply at least once a year and important items more often. It is possible by these tests, as supplementary to the bin tag and perpetual inventory records, to secure an accurate count of material without the burdensome annual physical inventory. The form of inventory test shown herewith is substantially that used by a large organization which has entirely abandoned the practice of taking an annual physical inventory, and relies exclusively on its perpetual inventory records plus these inventory tests. A personal examination of its records shows surprisingly few discrepancies between the stock on hand as reflected by the inventory tests and the stock called for by the perpetual inventory and bin tag records.

The perpetual inventory will show the past and present consumption of material, and will allow for a revision of the quantities of material carried to comply with present market and production conditions, will indicate the items that are slow moving, over-stocked and non-standard. The perpetual inventory ties up here with the problem of standardization. In fact, a standardization policy cannot proceed far without the information and data supplied by the perpetual inventory system.

To those firms and organizations who are not satisfied that their material investment is at an efficient minimum, who suffer periodically from shortages of material, who are unable to make monthly profit and loss statements, to such the perpetual inventory is recommended.

How a Sixty-Year-Old Store Has Steadily Grown Bigger and Better

Beginning With an Independent Crockery Department in a New York Store, the Little Department Grew Until It Finally Absorbed the whole Establishment, Which Showed Net Sales for Year of Over 46 Million Dollars—and Here are Some Reasons Why

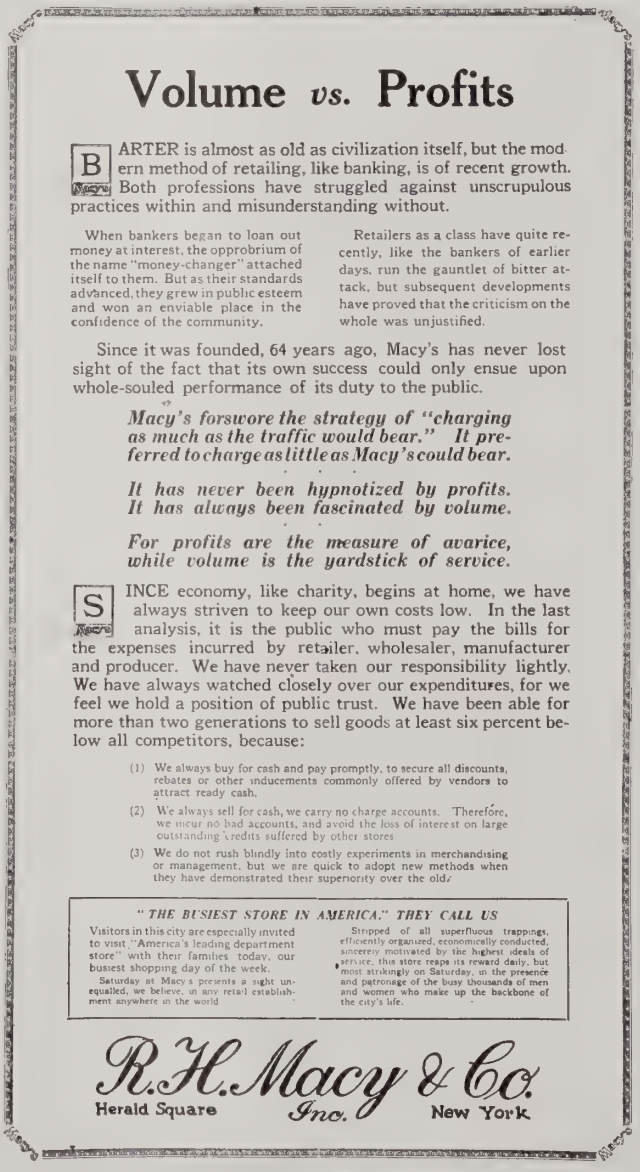
EVERY merchandising question that I have met with during my 25 years of active business life has eventually resolved itself into a human question—into some phase of the conduct or judgment of an employee, writes Percy S. Straus, Vice-President R. H. Macy & Co., on lowering costs and increasing sales in an interesting and informative article on store management in System Magazine, of which this is a reprint in part. The employee may be an officer of the corporation, a superintendent, a sales clerk or a helper in the receiving department. The titles do not much matter, but it is upon the functioning of the employees as a whole that, in our way of thinking, the successful conduct of a merchandising establishment hangs. The most that any policy or set of rules can do is to help the exercise of individual judgment. They cannot substitute for individual judgment.

All of which means that the starting point of a store's business is the sales clerk—the contact with the customer; that it is the part of management to provide proper goods at proper prices for the salespeople to sell, to train them in the performance of their duties, to provide them with facilities so that they may do the largest amount of work with the least effort and in the shortest space of time, and finally to see that, while the expenses of selling decrease, the compensation of those who sell increases.

This is the general thought that has been followed through the more than 60 years that our company has been in business. The working out of the idea has each year been improved upon, but we have not found it necessary to adopt any other course. It has been entirely successful. If I were to look only at the company records I should not know that there had been business depression. There has been no break at all in the prosperity of the company. There has arisen no necessity to change methods in order to meet present conditions. The purpose of the store has always been to give the best possible merchandise at the lowest possible price and to buy and also to sell for cash.

The purpose itself excludes absolutely any speculation in merchandise. Merchandise is bought at the fair price obtainable, and it is sold on the basis of the price at which it was bought, unless by some mischance the cost has been above the market; then it is sold on the basis of the market price. The result is that stock cannot become frozen at high prices, nor is there any necessity for drastic liquidation. The selling prices for goods already in stock never move up. They may move down, and therefore the goods keep always moving because their prices cannot get out of line with buying power. The stock turns from eight to nine times a year.

As everyone knows, many factors have combined during the last 10 years greatly to increase the cost of doing business, but from 1913 to 19[illegible] our cost of doing business increased 2 per cent and it was supposed to be very low at the beginning. We have not found it necessary and do not expect to find it necessary to decrease wages, bonuses or commissions. They are today at the highest war-time rates, but, although the number of individual sales was in 19[illegible] 82 per cent over the 1913 figures, the number of employes during the same period increased only 26 per cent.



Volume *vs.* Profits

BARTER is almost as old as civilization itself, but the modern method of retailing, like banking, is of recent growth. Both professions have struggled against unscrupulous practices within and misunderstanding without.

When bankers began to loan out money at interest, the opprobrium of the name "money-changer" attached itself to them. But as their standards advanced, they grew in public esteem and won an enviable place in the confidence of the community.

Retailers as a class have quite recently, like the bankers of earlier days, run the gauntlet of bitter attack, but subsequent developments have proved that the criticism on the whole was unjustified.

Since it was founded, 64 years ago, Macy's has never lost sight of the fact that its own success could only ensue upon whole-souled performance of its duty to the public.

Macy's forswore the strategy of "charging as much as the traffic would bear." It preferred to charge as little as Macy's could bear.

It has never been hypnotized by profits. It has always been fascinated by volume.

For profits are the measure of avarice, while volume is the yardstick of service.

SINCE economy, like charity, begins at home, we have always striven to keep our own costs low. In the last analysis, it is the public who must pay the bills for the expenses incurred by retailer, wholesaler, manufacturer and producer. We have never taken our responsibility lightly. We have always watched closely over our expenditures, for we feel we hold a position of public trust. We have been able for more than two generations to sell goods at least six percent below all competitors, because:

(1) We always buy for cash and pay promptly, to secure all discounts, rebates or other inducements commonly offered by vendors to attract ready cash.

(2) We always sell for cash, we carry no charge accounts. Therefore, we incur no bad accounts, and avoid the loss of interest on large outstanding credits suffered by other stores

(3) We do not rush blindly into costly experiments in merchandising or management, but we are quick to adopt new methods when they have demonstrated their superiority over the old.

"THE BUSIEST STORE IN AMERICA." THEY CALL US

Visitors in this city are especially invited to visit "America's leading department store" with their families today, our busiest shopping day of the week.

Saturday at Macy's presents a sight unequalled, we believe, in any retail establishment anywhere in the world

Stripped of all superfluous trappings, efficiently organized, economically conducted, sincerely motivated by the highest ideals of service, this store reaps its reward daily, but most strikingly on Saturday, in the presence and patronage of the busy thousands of men and women who make up the backbone of the city's life.

R. H. Macy & Co. Inc.

Herald Square New York

An interesting column of publicity, showing one effective method of advertising along prestige building lines

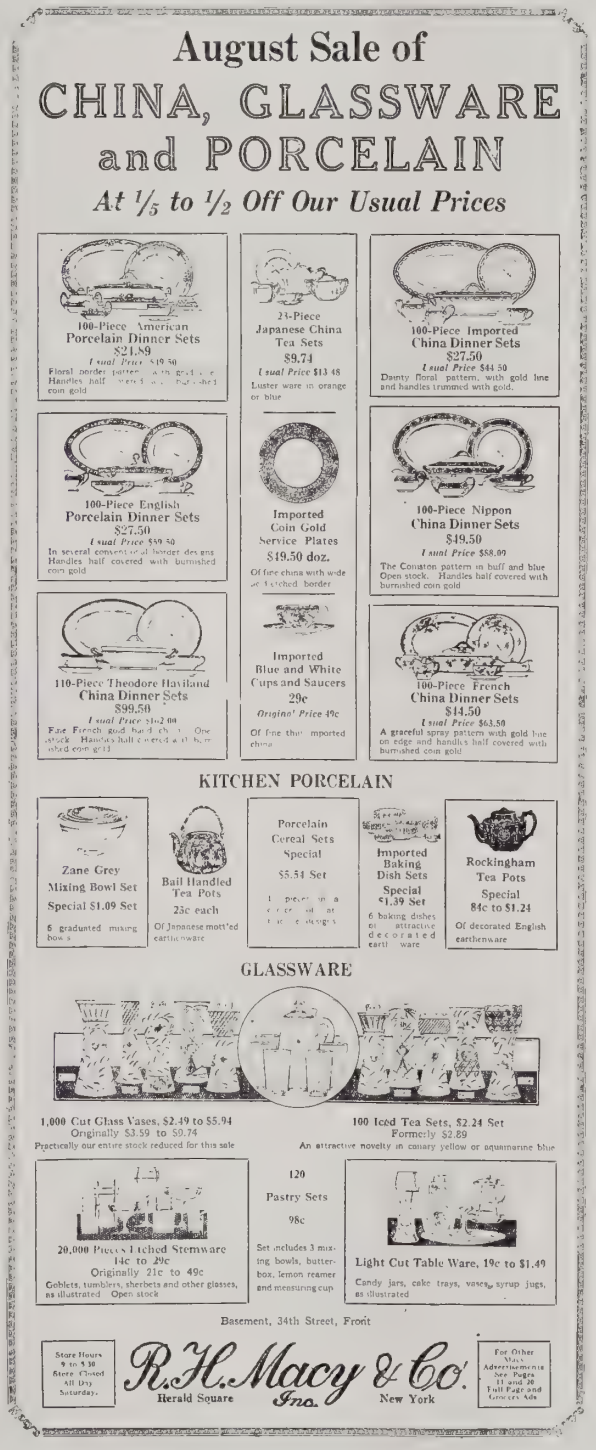
hich is the reason why it has been possible so largely to ıcrease wages and to hold all of the increases. And rofits, I am glad to say, have not suffered. During the resent year the number of sales is running considerably ove that of 1921, but they have been cared for without ı increase in the number of employees. The average ıles check for this year is only about 5 per cent less than ıe average check of last year, and therefore the gross ollar volume is considerably in excess of last year.

Those are the basic facts. We regard the present atti-de of the consumer as normal, r we consider any condition normal in which the buyer es not insist upon a full mon-'s worth. And although we are day a big store, doing a very rge business, we were not al-ays a large store. It has not en so many years since my andfather and father, having en ruined in the South by the vil War, opened a little crock-y establishment down in lower ew York. Later my uncle, who d subsequently entered the m, secured a lease of space in e old Macy store for an inde-endent crockery department as side line. That little depart-ent was so successful that in ne it absorbed the whole Macy tablishment. The success has t been due to the command of y large initial capital. The first ockery store had only a small pital. Our capital has been ostly earned on the premises. he store does not have its pres-it principles because it is big. is big because it has the princi-es, and I cannot discover that ey are not as applicable to a oprietor with a single room es-blishment and whose entire rce consists of himself, as they e to the large department store. is only the details of the appli-tion that vary.

The public today demands bet-goods and lower prices, which what any discriminating public ght always to demand. Our ndamental policies were for-ulated out of the necessity of eeting exactly that sort of a de-and. The store was built to eam up-stream. Rowland H. acy, the founder, opened his st New York shop on lower xth avenue in 1858, which was not a prosperous period. The crockery shop of L. Straus & Son, on Chambers street, was opened in 1866 in the hard months right after the Civil War. Nathan Straus made his first sale to Rowland Macy in 1874 in the very depths of the stagnation following the panic of 1873, and it was only a little later that L. Straus & Sons rented space in the Macy basement. When Macy first came to New York he did not ask for credit. He bought for cash. Therefore, he sold only for cash. He knew—which so many do not seem to know—that unless your capital is very large you cannot buy for cash and sell on credit. And Macy had little capital. It was a novel policy in the fifties. People were accustomed to buying on credit and paying semi-annually, or, at the most, quarterly. Macy shrewdly saw that he would have to offer strong inducements to break buyers of their credit customs, so he made a contract with the public that his prices would always be less than other stores asked for the same quality of goods. That contract has been continued. The store holds out that its prices must be at least 6 per cent less than the prices charged elsewhere in New York by houses that give credit. Macy always refunded money if a customer informed him that he could buy like articles at the same or at a lower price than Macy charged, and this fact could be verified.

Neither of these policies was easy to establish or has been easy to maintain. The cash policy has been at times most difficult to keep. On one occasion a warm personal friend of Mr. Macy wanted to make some purchases, but he had neither cash nor a check with him. He asked for only a few days' credit. It was an embarrassing situation. Mr. Macy met it by withdrawing money on a personal voucher and lending it to the man. We have had our own difficulties, chiefly in that the purchasers of the higher grades of goods nearly always have charge accounts in other department stores and it is difficult to get them into a store where they know they will have to pay cash.

The only answer to credit is price. The prices must every-



Macy's are big newspaper advertisers and have a china and glassware department famous for its big turnover. Its ad messages are always dignified and while no sensational features are stressed to attract the public, prices are given along with the quality

"Satisfied Customers Keep Us Busy"



Pattern No. D 20—"Columbia Shape"

This charming pattern displayed in your store will mean for you as it does for others, some very profitable dinnerware business

Please accept our sincere wishes for a Joyous Christmas and Infinite Prosperity for the New Year

We will be glad to welcome the trade at our displays at the Fort Pitt Hotel, Pittsburgh, in January, and at the Congress Hotel, Chicago, in February

The Crooksville China Co.

Main Office and Factory

Crooksville, Ohio

NEW YORK OFFICE
200 Fifth Ave.
Guy Cooke, Representative

CHICAGO OFFICE
591 Palmer House
J.E. Boring, Representative

EASTERN REPRESENTATIVE
Harry J. Bennett
Crooksville, O.

TRADE MARK
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CHINA CO

here in the store be sufficiently low to overcome the edit advantage of other stores, and this requires an effective comparison department with frequent shoppings d diligent attention to other stores' prices. Whenever clerk overhears anyone who comes into the store say at this or that article can be bought as low elsewhere e truth of the statement is at once investigated. It is e duty of every clerk in the store to listen for such remarks. It would not do at all to wait for complaints. 'e must take the initiative. This means that all our ices must be lower than the prices even of bargain sales other stores. Now and again, when some store puts on special sale, we must sell below cost, for our offer is not erely to meet prices—it is to go lower than any prices. no other way can we justify our cash policy. When article is thus sold below cost our name is always amped on it in order to prevent its being bought up by alers. However, selling below cost happens surprisgly seldom.

A further principle that grew out of the contract to sell wer was that the store property should be considered as distributing machine and that there should be no waste the working of that machine. Therefore we have cut aste space down to a minimum. We regard every foot the store as potential selling space, and we give up no om to special attractions of any kind. We do not try draw in curiosity seekers by entertainments or exhibions. We want the goods and the prices to do the atacting. Our present building was opened in 1902. The lume of our business has grown many times since then, d we could easily occupy a structure three times as large our present one, but instead of planning additional ilding we have given our thought to making every foot the present building count, and it is only this year, when e can find no further space at all and every department crowded, that we have reluctantly gone forward with extension. And we are extending as little, not as uch, as we might. Our every policy has to do with the ort to drive down the cost of doing business.

The problem of retail merchandising, when reduced to elements, practically states itself. The retail merchaner is a distributor to the ultimate consumer—or perps it might be more accurate to think of him as a purvor to the ultimate consumer, for in our way of thinkig the merchandiser starts from the public and works ck to the source of supply. He succeeds or fails as he ases or displeases the consumer. As an independent t his agency flows from the consumer and not from the nufacturer. Therefore, his single function is to please consumer in price, quality and service. This definiin of function gives an easy rule for the settlement of st questions that arise.

A manufacturer, for instance, wants to fix the price at ich his product is to be retailed. Were we to accept his ce scale we should be abandoning our representation of consumer and becoming the representative of the nufacturer. We should be permitting the manufacer to fix our profits regardless of our cost of doing siness, and therefore we should not be serving the nsumer. We should be forsaking the principles of our success. Following the same line of reasoning, we buy to meet the needs of the consumer, not the needs of the manufacturer. This does not mean that we are in opposition to the needs of the manufacturer unless he sets up his needs as being against those of the consumer. For instance, if a manufacturer fixes a price on his goods that is not based on the cost of production, but is based solely on the notion that maybe he can get it, then we either will not buy from him at all or will buy only insignificant quantities. If, on the other hand, the manufacturer by reason of economies in the planning of his production can sell to us a large quantity at a price much lower than that for the quantity which we should ordinarily buy, then probably we would place the larger order, for the manufacturer would be acting in the interests of the buying public and his lower price would permit us to sell at a price which would move the larger quantity of goods. It follows from this policy that we must buy and not merely be sold to.

Monday mornings each of the three officers of the corporation meets the buyers of the departments he supervises. At the beginning of the year each department makes out its own estimates of week-to-week sales. Our control is weekly. The buyer comes into the Monday conference with his chart. We have our charts. On all of them the actual performance is put down in red ink alongside the estimates.

We have also before us the reports of our research department. This department tabulates the prices of the leading raw materials, the state of employment in various sections of the country and other essential facts. These reports are only a guide. We do not take them as telling us aboslutely what to do. If we were buying raw materials, they might be an absolute guide, but of course the further away from the raw material stage the goods we want to buy are the less useful are the reports.

DEPARTMENTS INDIVIDUALIZED

We settle the affairs of each department—everything connected with buying and selling—on the basis of the department. We do not believe it feasible to attempt to extend a single policy through 125 departments and even when business is supposed to be poorest, we may buy quite heavily because of some price offering in a department that ordinarily would buy lightly or not at all. Buying, if the matter of speculation be barred, becomes a matter of scientific guessing.

But in order to know at each moment the condition of our business every phase of the organization's activity must be analyzed. This requires an effective statistical department and a planning department to overcome the weaknesses which the statistics show up. These two functions tend to determine the lines of responsibility. The method is a careful analysis of the results of each department or section to determine its efficiency, the charting or graphing the results of this analysis, and then planning for an improvement in each step. We chart the number of employees by 10,000 transactions per week, the number of audit employees by 10,000 sales checks per week, the number of counting room employees by 1,000 bills for purchases per week, the percentage relation between the number of complaints and deliveries, and the


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Ohio.

umber of sales per day per sales person by department. y these and other analyses we know beyond the chance f error the variation in the weekly efficiency of each de- artment. These data are studied and each tendency in ne wrong direction is called to the attention of the week- y executive meeting to which come the heads of each nanagement department. Thus, a weakness is discovered efore it becomes serious and the proper means of correc- on is applied by training, by improved facilities, or by ncreased discipline.

Hiring Employees

As a preliminary step to the introduction of any mod- rn methods it is necessary to safeguard an organization gainst admission into its personnel of those incapable f meeting its requirements. To this end the problem f employment must be placed in the hands of specialists. 'ime was when the job of hiring was the incidental occu- ation of at least a half-dozen of our executives, whose noughts were often on other duties pressing for their ttention. Records were correspondingly scattered and ncoordinated. It is not so many years ago when I used o see in front of the offices of the various employing ex- cutives lines of men and women waiting to be inter- iewed. In the desire to complete that necessary but istasteful duty as quickly as possible, the first come were sually first employed.

Now, however, hiring is the chief responsibility of a rained employment manager. He has on his staff three ssistants with necessary clerical workers, a psychologist ith one assistant and workers supervising pre-employ- ent tests. In addition, three doctors give pre-employ- ent physical examinations.

After an applicant has successfully passed through the nployment department, he is sent to the training depart- ent where preliminary instructions in his duty are given. e is then sent to the department to which he has been ssigned and placed in the hands of a member of the ception committee located in that department. The ty of the committee man or woman is to introduce the ewcomer to his fellow workers, to show him how to st familiarize himself with his work.

We train for the job, for the job higher up, and for omotion to executive positions. It took time and im- icit belief in the value of training to sell the idea to the ganization. Now, however, our difficulty is to meet e internal demand which is continually knocking at the or of the superintendent of training. Many of the ecutives who smiled and shrugged their shoulders when e organized our training department now want all their nployees to have the chance to develop themselves rough training.

The training has been one of the largest factors in the duction of the cost of selling, first through enabling the les force to do more selling in less time and second rough the cutting down of errors. The untrained sales- an or saleswoman is a time waster. The prospective stomer has to do the work of selection that the clerk ght to do. A sale is a fumbling, happy-go-lucky sort affair and the customer receives no aid in making a decision. I do not mean that the sales person should try to induce a sale, but he or she can do very effective selling through giving evidence of a knowledge of the methods of production and the uses and limitations of merchandise.

Selling should be the main business of the sales force and to that end the management should aid by cutting off as far as possible every duty that is not directly connected with selling. The convenient placing of the goods is one of these aids.

It wastes the store's and the customer's time to have what amount to stevedore duties performed in the presence of the customer. The moving of goods in order to show the stock to a customer has been by arrangement reduced to a minimum. We can do a great deal more by studying along these lines.

Eliminating Complaints

Also the sales person's bookkeeping duties ought to be reduced to a minimum. We devised a sales check in which the name and address of the customer have to be written only once instead of twice as formerly. The getting of the customer's correct name and address is one of the critical points in the sales. Writing the address only once cuts down, not only the time of writing, but also the possibility of error.

Errors on the part of the salespeople in selling the wrong goods, in making mistakes as to prices and sending the goods to the wrong places lead to complaints, exchanges, and adjustments—all of which are extremely expensive. We have been working on the matter of complaints for a long time. During the last couple of years, as the elements in the cost of doing business rose, we have been giving more and more attention to the subject because we recognize in complaints, not only a business waste, but also an opportunity for devising better methods. The work for our planning department is frequently indicated by the complaints received. So successful has been our use of complaints as a means of improvement that, whereas we formerly compared our complaints with the total number of transactions, we now compare them only with the number of deliveries; and now we regard 2 per cent as the danger line.

The bureau of investigation has charge of all complaints and we regard practically everything that a customer takes up with the store—other of course than an order—as a complaint. Every complaint has to be adjudicated within three days or automatically it comes before the executives. The bureau of investigation has a large sheet on which it reports all complaints. In the left-hand column are the analyzed classification of the complaints, and spreading out to the right are columns for each of the departments. If there is a rise in the number of complaints in any department, then that department is a subject for investigation, which may disclose that the trouble is due to carelessness or perhaps to faulty arrangements. If the error has been caused by individual carelessness, then the employee responsible is spoken to. The second error by an employee through

(*Continued on page* 192)

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Handling "Charge It" Customers

Credit Is a Big Sales Booster if Rightly Used and Here Are Nine Good Pointers

RETAIL buying and selling as it is practiced today offers a wonderful field for the education of the customer of a store by means of a charge account. The charge account also, in addition to its primary merit as a business-builder, is a source of many indirect benefits to the store. The charge patron is permanently on the books of the store and her name is readily accessible for all kinds of advertising. This opinion, and that which follows, is quoted from a very informative volume on the Retail Charge Account, prepared under the direction of the Educational Committee of the Associated Retail Credit Men of New York City and published by the Ronald Press, New York.

Customs of the trade can be more easily explained, faulty and harmful habits can be corrected and eliminated with less delay and less possibility of misunderstanding, and the trend of buying can be more correctly and easily gauged, because there are adequate records of all transactions. Where credit risks are wisely selected and the credit extended in a rational manner, the payment of bills according to agreement may usually be expected in full with but a minimum of effort. One of the essential facts which it is highly desirable to impress upon customers is that credit, their credit, is just exactly what they make it.

RETAIL credit is primarily a shopping convenience. It is unlike wholesale credit, which usually is extended on the assumption that the buyer will sell the merchandise and afterwards pay the wholesaler out of the proceeds. The retail store consents to charge purchases merely as an accommodation to its customers, so that they may be saved the necessity of making payment at counters and at the time of delivery. For this accommodation the retailer makes no extra charge, whereas the wholesaler has a cash price and a credit price and when goods are sold for cash, he allows a certain percentage off the purchase price. This article deals only with retail credit granting.

Credit Often Misunderstood

Too often the real meaning of the term "credit" is not fully understood by the customer. Not long ago a woman came into the office of a certain firm with which she had had an account for several years, and stated that she was moving to another city and wished the account closed. In a pause in the conversation she remarked that she wondered what she would do for credit when she got to her new home. Doubtless she had memories of having been put through the third degrees when she opened her first account, not realizing that she had been subjected to inquiry and investigation simply because she had no established credit at the time.

It was explained to her, that by reason of the fact that she had paid her bills so promptly and had returned so few of her selections, she was in excellent credit standing with her present store. The names of several high-grade houses in the city where she was about to go were given her, with the suggestion that when she was ready to open a new account with any of them, she would have that particular store communicate with the credit manager of her old store, who would be very glad to give the necessary information to assist her in establishing her credit. This idea had never occurred to her and she seemed more than grateful for the suggestion.

Again, there is the case of the man who has always confined his purchases to cash and has never had occasion to establish a credit. He has always bought wisely, has been reasonable in his demands for adjustments, but for all that has been only a cash customer. One day he requires a complete outfit for his home and asks that the goods be sent on approval, standing ready, if they are satisfactory, to pay his bill in full. Much to his surprise he is told that, as he has no credit standing, he will have to give references and such other information about himself as will enable the store to pass intelligently upon his application. After some explanation this is readily done and the goods sent out and in due course paid for. As a result, the man afterwards always charges his purchases. He sees to it that his bills are promptly paid, and by this means he can get whatever he wants whenever he wants it.

There is, too, another class of customers with mistaken ideas of credit, who is allowed to open an account because he has given the store to understand that his bills will be settled monthly. Two or three months pass and no payment appears. After some correspondence the delinquent customer is finally written to rather sharply, and he immediately takes offense. He says his credit is perfectly good and there is no reason for pushing him for settlement. Or, perhaps, he makes small payments on the account, dragging out his bill for an unreasonable period. In such cases it is often a question of giving the customer a correct view of the situation, as he is really sincere in his statements and is "slow pay" simply because he does not understand the necessity for prompt payment of retail bills. Of course, sometimes it is a question of "won't pay" or "can't pay," and then it means trouble for the credit department.

Customers must be trained to understand, that once having given their promise to pay according to certain terms, any unexplained deviation from these arrangements is a "breach of promise." Those whose words cannot be relied upon, either because of inability or disinclination to pay, should not be entrusted with mer-



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handise. It is one of the problems of the credit depart-ment to get new charge customers and then keep them. The mere matter of buying has in modern times taken on new aspect and the store is now in a different and better osition to treat with its patrons than in the past. By the roper use of credit machinery there is no doubt that tores can train customers into new and better ways of uying, thus cultivating and maintaining their confidence nd good-will. This should be the great object when-ver credit is granted.

Credit Department and its Manager

It has been shown how vital a factor credit is in retail ransactions, the greatest benefits for the store can be btained by the extension of credit in a safe and scientific anner, and it is fair to assume therefore, that the credit epartment should hold a very important position in the usiness affairs of the store which sells goods on a credit asis. As a matter of fact, in many establishments the ercentage of charge business is as high as 90 per cent f the total sales, the average running somewhere between o and 50 per cent, nd usually this lass of trade repre-ents the better class f patrons. There-ore it is easy to see ow important the redit department is o a firm.

Retail business to-ay has become so omplex that in the najority of in-tances the credit anager does not ome into personal ontact with his cus-omers—the rules nd regulations he ays down for the onduct of his department must be executed by his ssistants. This means that an effective credit organiza-on must be created with the credit manager as the chief xecutive and controlling spirit. But besides a good credit rganization, it is absolutely essential, if the credit de-artment is to be the complete success that it should be, iat it receive full cooperation from the other departments f the store, as well as from the management itself. It absolutely imperative that the management, once having ecured an efficient and capable credit manager, should ve him complete authority and make him solely respon-ble for all matters pertaining to his department. He hould have no superior, and the only limits to his freedom f action should be the general policy of the house.

What are the qualities that go to make a good credit anager? In a certain large eastern department store chart is displayed bearing the following legend:

All positions in this store must be held in three capaci-es. The holder must be—(1) The man on the job. (2) The candidate for the job ahead. (3) The teacher of the man under him.

That tells the whole story in a nutshell. The credit man must be the leader of his organization. He must hold himself ready for greater responsibilities. He must also see to it that those under him are trained for immediate advancement. This seems perfectly simple, and is one of the first principles of good office management. And yet a little investigation will show that there are many credit men who do not operate their departments on this basis. Some are afraid their assistants will get to know as much about the department as themselves. Possibly they fear they will be "shown up," so to speak.

Classification of Accounts

Customers' accounts of a retail business can be divided into two general classes, personal and business. These in turn are subdivided into three and four groups as follows: Personal accounts: (1) regular accounts, (2) deferred payment accounts, (3) installment account. Business accounts: (1) business or firm accounts (2) hotel accounts, (3) contract or government accounts. In handling applications for regular or personal charge accounts, the credit manager must have definite information concerning the applicant. This information bears on the following points: (a) full name, (b) residence, (c) age, (d) business, (e) business address, (f) bank, (g) references, (h) signature, (i) personal impression.

Table Showing Percentages of Monthly Collections

	Jan.	Feb.	Mar.	Apr.	May	June
Boston	....	46.00	51.80	51.80	54.90	....
Cleveland	50.85	58.83	58.14	59.65	56.00	56.47
Detroit	53.40	50.00	51.70	52.10	51.00	....
Houston	48.30	46.50	41.50	43.70	43.80	44.80
Los Angeles	55.00	59.00	62.00	56.00	62.50	63.00
Memphis	42.34	44.75	43.21	43.07	38.30	44.00
Milwaukee	63.50	46.70	57.60	52.40	52.90	....
Minneapolis	71.31	70.69	74.66	68.45	66.00	....
Newark, N. J.	54.10	51.10	53.30	52.80	51.80	50.90
New York	66.50	66.50	66.20	66.30	....	....
Philadelphia	65.00	70.00	68.00	62.00	62.00	....
Pittsburgh	40.87	40.93	39.39	38.79	37.39	....
St. Louis	44.90	46.00	42.60	44.50	46.20	42.00
St. Antonio	36.30	36.90	39.20	35.90	38.70	38.40
San Francisco	40.50	33.10	42.00	36.40	36.90	36.40
Wheeling, W. Va.	32.50	31.00	29.00	29.00	31.00	29.00

The above table gives the ratio of amounts collected on open accounts during the first 6 months of 1921 in various cities, to amounts outstanding on the first of the same months on accounts receivable.

A retail store must be given the customer's full name, the first name as well as the last. The reason for this is that many applications for charge accounts are made out in such abbreviated forms as "A. B. Jones," "A. Smith," and the like, with the result that the name may be easily confused with others, often occasioning not only embarrassment but loss as well. Another reason for requiring the full name of an applicant is because the first name often reveals the nationality of a person, and this is an important item of information to the credit grantor. Moreover, the full name indicates whether the account is to be in the name of the husband or wife. It is also of vital importance to know the extent of the husband's responsibility in the account. Where a woman with an account marries, it is essential to know her new financial status, as the account may not be as desirable as before the marriage. Frequently a woman requests that the account be changed to her maiden name. This



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Buyers who have seen the line are enthusiastic. They say it fills the gap in their stock to a nicety, for an artistic dinnerware which appeals to customers of discriminating taste, that can be sold at moderate cost. There is nothing more fetching on the market, than the Embossed "Rivoli" Pattern, plain or with gold or colored line embellishment, the beauty of which is further enhanced by the rich ivory body and a beautiful shape. The variety of brightly colored stenciled patterns, shown on a charming plain shape are also quaint and absolutely delectable.

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Sole Agents for the United States and Canada

Sole Agents for the United States and Canada

hould at once occasion the most careful scrutiny, as alionies and separation settlements have a habit of going nto the discard.

Credit Limits

In the wholesale account the matter of credit limit s more readily arrived at by reason of the fact that the ustomer submits a financial statement setting forth in very definite way his assets and liabilities. In the case f the individual purchasers, no such means are available or determining credit limits. Judgment in extending redit must be largely based on the general information iven the credit manager regarding the applicant, and the mount extended will depend in a great measure on the anager's ability to gauge the customer's, or her husand's paying capacity, when her or his position or busiess occupation has been carefully looked into.

The amounts assigned as limits will be governed largely the customs of the establishment, as there may be vo or more checking or authorizing stations, which will troduce a certain amount of complication into the sysm of checking. One prominent house places the limits six groups—$25,, $35, $50, $75, $100 and $200, classiing the people to whom these limits are to apply as llows: *Limit, watch, fair, good, well-to-do, and ealthy.* This particular house enjoys the advantage of ving its authorizing done in one central station, ereby assuring complete control of all the merchandise t goes out of the house. In a great many other stores, wever, there are anywhere from four to twelve checkig stations and a different system must be followed.

Restricted Individual Purchases

In some cases it very frequently develops that the custner is allowed to purchase a bill of goods far in excess d the limit assigned. To the less experienced it is a urce of surprise that merchandise amounting to several ndreds or thousands, should be checked out on acunt with, say, a limit of only $50. Such cases, of urse, are only permitted because of the information sented to the credit manager at the time the account s opened.

Suppose for convenience that our customer is in "fair" cumstances and that we have assigned her a limit of $. With some houses this means that the authorizer is p mitted to check out purchases as high as $50 at any o time, and he is, therefore, compelled to remember fm day to day with fairly close approximation, how mch each customer has bought. This is hardly fair to he authorizer, and one remedy in vogue seems to be a re ly remarkable solution of the situation. According to his system the authorizers in a centrally located bure1 are permitted to check out as many transactions as hey wish, amounting to 10 per cent of the limit; in ot r words, the customer with a limit of $50 can make as many $5 purchases, or less, during the day as she de res, but should she buy an article amounting to $5.01, th sales check is referred to the central office for attentid.

Going After Money Due

uman nature is not infallible and although the credit man himself may measure up to the qualifications set forth by Colonel Blackstone in his description of the ideal credit man, collecting will always be an absolute necessity so long as credit is granted. One of the commonest failings of humanity is to postpone payment and put off as long as possible the inevitable day of reckoning.

When consideration is given to the fact that over 90 per cent of the nation's business is done on credit, it is a simple matter to appreciate the many contributing reasons for a collection department and the necessity for hiring trained and skillful men to handle its work.

Because the collection department is "non-productive," as the term is commonly understood, it is often regarded with slight sympathy by many heads of concerns. But its construcutive powers are far greater than often imagined. The fate of many a business lies within the confines of its collection department. Capital can best be stabilized by getting in the money when due, for only in this way can the merchant take full advantage of his discounts, which in most cases actually represent his entire net profits.

Turnover in business is the keynote of success. The world, however, should not be considered only in its application to merchandise, for while quick turnover of merchandise is vastly essential, quick turnover in accounts is even more so, since the former depends so largely upon the latter

One of the first questions the banker is likely to ask a merchant when he presents his statement for the purpose of borrowing money is: How often do you turn your accounts? It is not an unusual proceeding for the bank to cut down all floating assets to determine a safe basis upon which to make a loan. If a merchant's surplus or capital is equal to, say, one-third of the outstanding accounts, and the bank depreciates these outstandings by 25 or 30 per cent, it can be well imagined how quickly his chances of borrowing are eliminated. Close collecting is consequently essential. It is impossible to overestimate the value of constantly driving after the money. Payment of interest on the customer's part is a poor excuse and a still worse remedy for overdue accounts. The average business man, if he wants to be successful, or even exist, must utilize his capital in a way to earn four or five times what the customer would pay in interest.

The collection manager need not be a lawyer but he will find a good knowledge of common law almost invaluable, for he must constantly keep his eye on eventualities. Especially is this true of a business involving interstate transactions. The collection manager should also know law to appreciate how far he can proceed without risking libel. In other words he should possess sufficient knowledge of the law to respect it and keep out of trouble

The Outside Collector and Follow-Up

It is a great mistake to imagine that any individual can fill the important position of outside collector, and the collection manager should be more than particular about the ability, manners, and dress of the man he sends out to represent him. He should not forget that the collector

THE TURNOVER TUNE

Said the clock to the dealer,
To the dealer and his stock.
"I am ticking off your profits,"
To the dealer said the clock,
"Custom, custom every minute!
Luck is in it—luck is in it!
Where's the risk when Trade is brisk!
Tick-tock! Tick-tock!"

"You're a liar, you're a stealer,"
Said the dealer to the clock.
"Ticking up my carrying charges—
Making mock—making mock!
Fractions up to dollars mounting
'Til they leave my profits nil;
Just reversing my accounting!
Stand still—stand still!"

Oh the goods we bought so gaily
And the goods that will not go!
Adding costs forever daily
Till we tear our hair with woe!
Moods and tenses of expenses
On the poor retailer's stock—
And that devilish little revel
'Twixt the profits and the clock!

—William R. Benet.

s a representative of the house and that the language he mploys in his interviews reflects, from the customer's oint of view, the firm's attitude toward her. The col-ector should be courteous, energetic and persistent, and hould possess sufficient intelligence and knowledge of uman nature to approach a customer tactfully.

A perfect follow-up system, however, is undoubtedly ıe secret of successful collecting. One thing the collec-on manager must bear in mind, is that the events of the ay are too crowded and pressing for him to try and ommit his work to memory. He should therefore have system of daily reminder if he is to avoid trouble. The est system is that commonly known as the " diary dating ystem," which usually consists of two or three sets of les or folders numbered consecutively from 1 to 31 and epresenting the current and one or two succeeding ıonths. When a special letter is written requiring an nswer, it should first be noted on the collection card and ıe duplicate or memorandum of it should be filed under ıe date set for the reply.

Form Letters

Form letters can be utilized to very good advantage roviding they are used with discrimination. Great care, owever, is necessary in their composition and the mis-ke should not be made of writing one set of letters to be sed in all cases. For instance, the demands sent out r a $50 account cannot always be used for a $500 ac-unt. Each case must be handled according to the con-tions connected with it.

The writer had occasion to press a customer whose count had reached the point where a final effort was ade before transferring to attorneys. He wrote to her e following registered letter, which brought the desired eck:

Dear Madam:

We are at a loss to understand why you continue to ignore our communications regarding your long overdue account. The writer particularly regrets this as he is receiving no small amount of criticism from our head office for not taking action sooner. We thought, however, when credit was granted that you would take care of your obligations promptly when they came due, and still think it is your honorable intention, etc.

Frequently the credit man can assume an attitude of surprise and obtain very good results by writing letters similar to the following:

Dear Madam:

On the first of every month there is placed on my desk a list of all overdue accounts, and I regret to notice that there are items still open on your account dating back for a longer period than 90 days. This somewhat surprises me as I was under the impression, etc.

The following letter has been found to produce excellent results and in nine cases out of ten has brought both check and a letter of apology.

Dear Sir:

Repeated applications addressed to your residence regarding the enclosed account dating back to..... last, having elicited no response whatever, we can only assume that the family must either be away from home or that our correspondence has not been reaching you.

We have therefore taken the liberty of sending this to your business address—taking the precaution to register it—so that it may reach you personally when we know the matter will receive immediate consideration.

Our records indicate that it has been your practice to take care of your accounts promptly when they became due, and it is naturally our desire to obviate any adverse rating which you might otherwise suffer over a matter with which you have possibly not been made familiar.

Regretting the necessity of troubling you and thanking you for your esteemed patronage, we are

Yours very truly,

The Retail Store.

There are many additional methods of collecting accounts, among which the following may be mentioned: registered letters, credit threats, commercial agency duns, telephone calls, telegrams, awkward calls, i. e., calls at a time most inopportune to the debtor, and corresponding attorneys.

Credit Bureau Saves Store Losses

How Novel and Highly Efficient Organization Protects Retailers in New York

MARKED decreases in the efforts of bad check passers, "dead beats" and their ilk to defraud the local department stores and specialty shops, especially the larger ones in both cases, have resulted from the operation of the Reference Clearance Bureau of the Associated Retail Credit Men of New York City, Inc. The bureau was eighteen months old on Nov. 1, but during its short life it is estimated that it has saved the merchant subscribers to its service, all of them being members of the association, from losses of one kind or another running close to $200,000. The total saved may be even larger than that, for it is obviously impossible to tell how much "dead beats" detected by the bureau might have obtained from the stores had their applications for accounts been accepted.

During the period of its operation, according to General Manager John M. Connolly, the bureau has been responsible for the detection of nearly 300 bad check operators and about 350 other persons with fraudulent inclinations. Ten of the "bad paper pushers" have been caught and jailed so far. One of them is now in the Tombs Prison awaiting trial, and a number of others are being actively trailed. Practically all of the fraudulent schemes of the other tricksters have been checked by warnings sent out by the bureau in its confidential bulletins.

In the files of the bureau at the present time, said Mr. Connolly yesterday, are master cards showing the payment habits of more than 200,000 persons, and this total is being increased at the rate of about 20,000 a month. About 40 per cent. of the cards concern the payment habits of persons living outside of Greater New York; in fact, all over the country. It is this nation-wide scope of the bureau's information that gives it a good deal of its value, for it would doubtless surprise the average person to learn how many applications for charge accounts are received daily by the leading local stores and shops from prospective customers living out of town.

In conjunction with the various bureaus in other cities, most of which, including the local one, are represented in the Retail Credit Men's National Association, it is possible for us to supply credit information concerning a startlingly large number of users of dry goods and kindred merchandise throughout the country. A good deal of this information will likely be derogatory, judging from that borne by the master cards now in our files, but it is that kind of information which saves money for the stores by showing the credit men the need of proceeding cautiously in cases where a clear record cannot be shown by the prospective customer.

The bureau works to the benefit of the public by lessening the bad debt and other losses to stores arising from fraud, and thus helping to keep down the cost of doing business and, incidentally, selling prices. To the more than 600 members of the association, as well as to the credit men of the city who are not yet represented in the organization's membership, the bureau offers many benefits. On all references 'cleared' through the bureau, for instance, subscribers receive up-to-date ledger information that is unobtainable from any other source. The accuracy and completeness of this information can be vouched for, because the bureau is entirely co-operative in its workings and is not owned or controlled in any way by private interests.

If on file, subscribers to the service of the bureau also receive information on accounts at other stores not given as references, which may be unsatisfactory or may have been closed for some reason. As most applicants for credit are, naturally, going to give as references only those stores or shops in which their accounts are in good standing, this feature of the bureau is, I think, one of its best. Time and time again credit men have obtained good reports from the places given as references because the applicant had kept his or her accounts in good shape for reference purposes, only to learn through the bureau that in other places the accounts were in very bad standing.

Another feature of the bureau's service is its bulletin of derogatory information. This is sent to subscribers weekly, giving a list of accounts closed by members of the association, accounts turned over to attorneys for collection, reports of domestic troubles and other data having an important bearing on credit extension. As to domestic troubles, the association now directly receives about a dozen notices weekly from husbands and fathers asking that the members be notified that they will no longer be responsible for debts incurred in their names. In addition to the weekly bulletin, the bureau also provides a special daily bulletin service. In this information regarding bad check operators and fraudulent buying is flashed to subscribers as soon as reported. These special bulletins have prevented losses in very many instances.

If any derogatory information reaches the bureau after references have been 'cleared' on any account, this information is automatically sent directly to all interested subscribers. In cases where there is evidence of overbuying or unusual activity in opening new accounts, interested subscribers are also promptly notified. In special rush cases references may be 'cleared' by telephone, when all information on file will be given at the same time. Reference information on file which is four months old or over is automatically revised when a new

(Continued on page 192)

Making Your Store Ads Pay Dividends

How Psychology Can Be Well Applied To Produce Store Messages That Build Sales

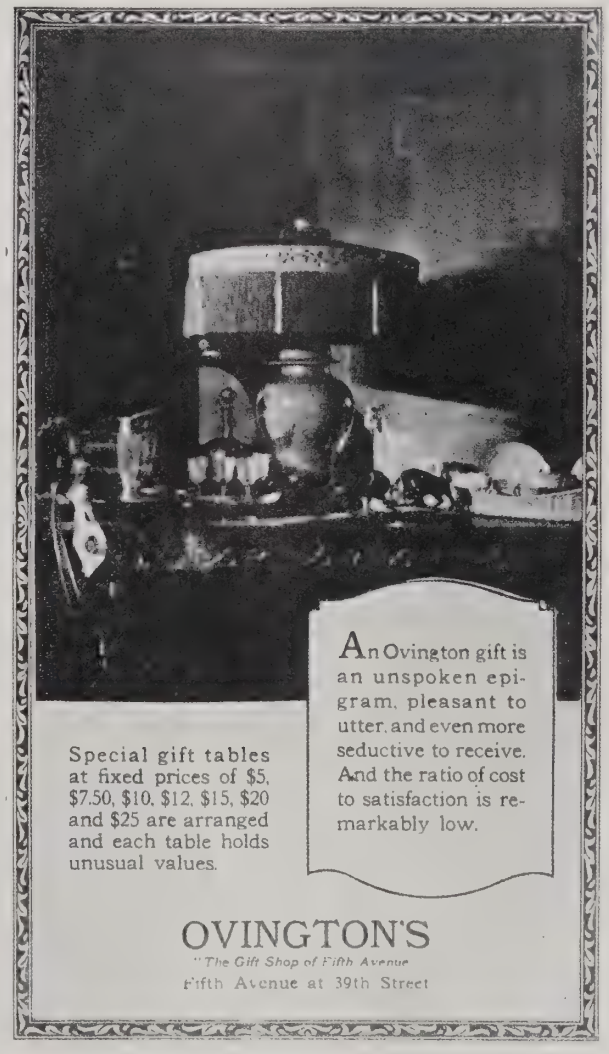
By P. Remington

DOUBTLESS there is a good deal of nonsense in much that is written about psychology in advertising, but this is by no means a reflection in a disaraging sense upon the value of the psycho element in rinted invitations to buy. Rather is it, I am strongly inlined to believe, the too refined touch of the highly ained professional copy writer. As ad writing has beome a very important medium for presenting merchanise offerings before the public and as every progressive erchant knows that if his advertising appropriation is ell spent it will boost his sales, he naturally entrusts his pace requirements to those who are known specialists.

There is a good deal of hokum in circulation regarding dvertising, and psychology is only one of the phases hich apparently attracts rather more than its share of . Seemingly this word psychology has a mystic and scinating ring about it, yet it is nothing more or less an human nature. That's all sychology is, just plain everyay human nature. But as the man equation involves an unnited number of varying charteristics, no one can really now all there is about the subct. About all most of us averge chaps can expect is to quire a fairly good knowledge the average manifestations. is these reactions the ad man variably strives to appeal to d create a favorable reaction hen he creates the copy.

Professionally written ads are t always good but they are rely poor. Often they may be er-refined in layout and almost o smooth in phrase, but few ll be found which fail to waken interest. Practically all them do that. Not all ads will ap out as one hundred per cent e arresters, but all have a rong attraction in this direction. That is the first qualifiction of all successful publicity any kind whatsoever—it must st be interesting. But an ad prove of very potent drawing wer must also convince. The e must first be attracted and erest awakened to read the ssage, then it is up to the message to convince the reader that what is said is true. If it does not duly accomplish this, then the reader will not place the fullest measure of confidence in your store news, and the message fails to do that which it was created to accomplish.

One of the very important principles which is more often made use of to attract interest in advertising than almost any other as that of the association of ideas, or association by concurrence. By this is meant the recognized relation between two or more ideas which have been experienced or thought of together. We know through our own personal experiences that thoughts are not often projected on the mind as so many independent ideas. True, they jump from one idea to another, apparently disconnected occasionally, but for the most part ideas and thoughts pass from one subject to another by means of a connecting link of relationship. This is so, because the mind is, in a way, so many pigeon holes in which ideas of every conceivable kind are stored, not separately but connected. Thus the mention of Theodore Roosevelt will bring to the fore, the "Big Stick," Rough Riders, the River of Doubt, and a very long list of subjects related to the life and work and play of the man. Similarly, this same thing works out in countless diversity and it works both forwards and backwards. As the name Roosevelt suggests through the association of ideas Rough Rider, so does the latter suggest the former. Thus, this expansive principle of human thought is in reality so many links in an endless chain; one link forming a separate unit but connecting directly to another unit, and so on, the number of links in the chain and the number of ideas and thoughts in the mind, being in direct ratio to the amount of knowledge which the individual possesses.



A Good Example of Class and Distinction Combined with Pictorial Appeal, Attracting Attention and Creating Interest

To create interest and to attract attention are the first wo qualificaions of every ad. There are, of course, various kinds of attention and—consequently many ways to attract it. Some-

times in advertising it is done by the size, colors, picture or layout. Every full page advertisement in a newspaper, every large electric sign or the large store, attracts attention through the sheer size of it, quite separate from other qualities. It is much easier to attract the attention, however, than to hold it, and many of the devices used do



not go much further than to attract the attention momentarily. They do not hold attention, and the reason why will usually be found in this fact—that no real message is conveyed. Novelty is always used to attract, figures, forms and bold arrangements, clever spelling, etc., are some of the examples. Appealing colors in harmonizing combination also play an important part, but pictures especially are of the greatest importance. The mere reproduction of a bag of Gold Medal Flour with the words, "Eventually, why not now?" makes a pretty strong advertisement known to all of us. This strikingly illustrates the great value of the pictorial quality in ad writing.

As a general rule, the largest percentage of store ads are successful in proportion to the merchandising tone which they convey to the reader. This does not imply that all successful ads must mention a good many items and give their prices and descriptions. But this is one very successful type of ad which pays very big dividends. Quite different is the artistic ad which conveys the value of high class merchandise, and associates the name of the store with quality offerings. This ad is more on the prestige-building form, and whether to use the one or the other is a matter of store policy to decide. A few stores use both methods, but most stores use one or the other, alhtough there is no good reason why both forms of publicity should not be employed. This brings us to the question of determining the audience. Some stores appeal to the popular class, others to the middle class and others cater to the well-to-do patronage. It is up to the store to decide how broad or how exclusive they want their customer list to be.

The illustrations on these two pages are particularly good examples of the class ad and the well-balanced merchandise item ad. All three are artistic and show how particularly successful retail stores are accomplishing sales building, each in their own attractive manner. The Ovington ad graphically illustrates the value of a photo art study with but a few lines of text. The Gimbel Bros.



ad, reduced from a full newspaper page, is likewise attractive, using small illustrations to picture the goods and using the descriptions and prices to attract attention, rivet interest, and create the desire to buy. Likewise artistic is the Frederick Loeser & Co. ad, reduced from a half newspaper page. Not so many items are here included but the ad is a very effective one.

Talks by the Salesmanager

In Which Some Peculiar Prejudices of Salesmen and the Question of "Skipped Dealers" Are Considered, and the Element of Persuasion in Salesmanship is Touched Upon

BEFORE turning to the company of salesmen gathered for the usual Saturday morning talk, the Salesmanager took a typewritten list of names rom his coat pocket and spread the paper on his desk.

"Gentlemen," he observed quietly, "I have had occaion to look up in the mercantile reports the list of dealers n the several towns in which we do business and I find a onsiderable number listed and rated satisfactory whose ames do not appear on our books. Before I take up he cases specifically with you, I want to have a little talk long general lines about skipping dealers.

"There is a peculiar tendency among traveling salesnen which I have observed a great many times, and which I could never satisfactorily account for. I refer o the disposition to pass by some prospects without any ut the most superficial investigation of their willingness o buy, and in many instances, no investigation at all. The salesman somehow gets the idea into his head that o and so are 'no good' and so he never calls on them.

"Sometimes the salesman hears this from some fellow raveler; and other times it is just a preconceived notion f his own.

"My own experience and observation lead me to the onclusion that nobody's advice is good in regard to whether this man, or that man, would make a good or esirable customer or the opposite. You have got to go in nd look the man over for yourself. All that you have eard about the house may be entirely wrong. It is not ood policy to seek this advice from outside parties to ny great extent. The answer you will receive from a ellow traveler, upon making inquiry of this or that ealer, depends pretty largely upon the humor he happens o be in. If he has had a good day's business, and is not o tired, he will be expansive and optimistic. The pros-ect under discussion will straightway be 'fine,' 'great,' right up to the handle,' 'elegant gentlemen,' 'doing a nd office business,' and so on. Catch the same man hen he is feeling blue and down on his luck and make e same inquiry and the chances are you will get 'old rouch,' 'tough proposition' or 'the limit.'

"This disposition to listen to what they may hear bout dealers whom they have never called upon is ound more among the younger salesmen; but the old en are just as bad in another way on account of their ependence upon instinct or something like that, instead making a personal investigation. Particularly is this e case where the salesman is getting a fairly satisfac-ry trade out of the territory.

"I once knew of an extreme case where an old sales-an would not call upon a dealer until he was simply forced to do so by his house, and then he deliberately offended the head of the firm so he would not have to call on him again. If the same man had been called upon to explain his prejudice against that house, he would perhaps have had great difficulty in putting up a plausible excuse. The probable truth of the matter was that he did not personally like the buyer.

"One reason why a man entirely new to a territory, and who has to depend upon what he can dig up in the way of information, will sell more than a man who has been covering the same ground for a number of years, is that the new man will stumble into those houses which his old predecessor has been side stepping right along. He hasn't any barnacles in the way of old time prejudices to carry around with him, and he simply gets there. It is to gain this very effect that I have known firms to shift their men around every little while. The alleged reason for the shift was, of course, given out to the men as something entirely different.

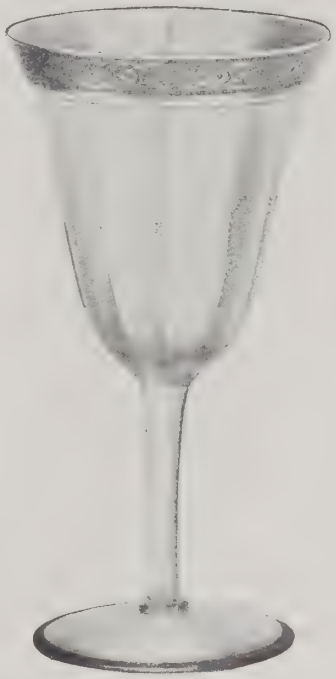
"I don't believe in any such means, boys, so you needn't feel uneasy. The fact is, I don't consider that plan a remedy. I am going to try to educate you fellows out of your prejudices and preconceived notions. We need your ripe experience in your territory for various important reasons. Prejudice means ignorance; consequently it must give away to enlightenment. I want you gentlemen to show me that you can be too big and too liberal-minded to allow small personal considerations to get between you and an honest effort to serve this house as its representatives to the very best of your ability. You are a fairly broad-minded lot, and yet I believe that I am going to find a number of cases of this commercial buck fever when I get down to analyzing some of these individual cases with some of you.

"It's amusing what odd ideas a salesman will permit himself to be pulled around by, when he could get the best of them by simply looking in and finding out the actualities. A young friend of mine was telling me the other day about a circumstance that happened to him one time. He had been employed to sell specialties for a wholesale grocery house. The first trip, they gave him a baking powder to push. He went to a certain town and the first dealer he struck he sold a nice order. He canvassed the town and, while he sold some more orders, his first sale was the banner sale for that town. After a reasonable time he had the baking powder pretty well introduced and they started him out with a special blend of coffee. The first town he struck was this same town. He hurried hot foot to the dealer he had worked so handsomely with the baking powder, expecting to get an

UNITED STATE

PITTSBURGH

Illustrating a few of the many attractiv new pieces that will be shown for the firs time in Pittsburgh next month at the 43r Annual Pittsburgh Exhibit of Associate Glass Manufacturers the United State



Minton Pattern
Gold Encrusted Ware



Deep Plate Etched—Poppy Design



14198—Goblet, Needle Etched
No. 279 Pattern



Deep Plate Etched —Adriana Pattern

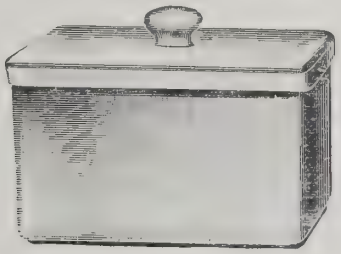
LASS COMPANY

NNSYLVANIA

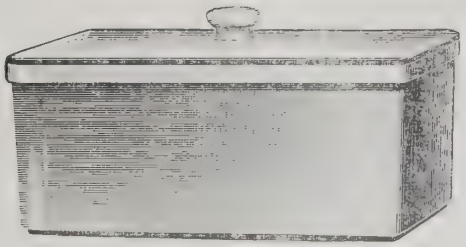
While in Pittsburgh, visiting buyers will e extended the courtesies of our offices nd display rooms. The usual free taxi- ab service from any Pittsburgh Hotel to ur sample rooms will again be in effect.



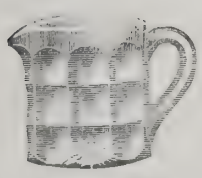
No. 8c93
Light Mixing Bowl Set



Square Refrigerator Jar—Sizes 5, 6 and 7 Inch



5x9 Inch Oblong Refrigerator Jar





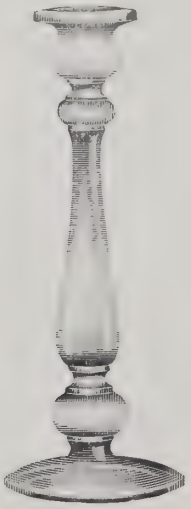
No. 15317—Cream and Sugar



66



15315



15319

Candlesticks



Two Handled Candlestick of
Queen Anne Pattern


Pattern 651
The STEUBENVILLE POTTERY Co.
Steubenville, Ohio.
Pattern 3650
Complete Lines on Display at
New York
200 FIFTH AVE.
Abe H. Hays
Boston
YOUNG'S HOTEL
Robert W. Corey
Baltimore
MERCHANTS and MFGR'S BLDG.
W. R. Neal
Fort Pitt Hotel, Pittsburgh, During January
W. C. Rhone, In Charge

equally good order for his coffee. To his intense surprise the dealer wouldn't even consider the goods. This knocked him out considerably, but he wasn't going to make a whitewash with that coffee after doing pretty decent with the baking powder and he worked as hard as he ever did in his life to place even a small order with some dealer; but he couldn't make it. He was desperate. Finally he narrowed the list down to one dealer whom he had passed up entirely when he was around with the baking powder because some of the fellows had told him this particular grocer was a bad one. The boys all let him alone. With a grim determination not to take defeat without a last final struggle, he went in and called on this man. The fellow met him with open arms. Said that was just the blend of coffee he had been looking for and gave him a generous order before my friend had half opened upon him. The moral is that if this young friend of mine had not been driven into the corner, he would have passed this dealer who was all right in every way, solely on account of a bit of drummers' gossip.

"The salesman wrongs himself by taking this kind of snap judgment on the trade. This house, for instance, is always ready to co-operate with a salesman or assist him in effectively cleaning up his territory. But how can we work in conjunction with you unless you first learn the conditions that exist and tell us about them? We want to know why these men do not buy our line. Then we will do our best to help you overcome the difficulty.

"Don't think, gentlemen, in accepting the assistance of the house toward increasing the productiveness of your territory that you are weakening your own position with the house. My work in the selling department makes me see more and more every day that the most valuable salesman is the one on whom the house can absolutely depend in working out a joint policy. It is the man who will co-operate, not the one who stands at arm's length from the sales department and grumbles because the house will not give him the right support, that is held in the highest esteem by the firm.

"Too frequently the only suggestion that comes from salesmen on the road is something to the effect that prices are too high. Now a letter like that only hurts the salesman. It cheapens him in the eyes of his employer. Outside of an auction room, price does not produce the sale. It is that other—that high character quality we call salesmanship. That is the quality that bowls over impeding conditions one after the other and accomplishes its purpose. Price is only one of the conditions and over it goes with the rest when true salesmanship enters.

"Right along that line I want to say that I got a letter the other day from a customer complaining about a bill of goods and stating that he didn't really buy the goods because he wanted or needed them, but because the salesman 'coaxed' him to buy something and he gave him an order to help him out. I felt very much humiliated when I received that letter, to think that any salesman in our employ would make himself and this house an object of charity. I want to make the point with you right here that the sales that stick and bring satisfaction to all the parties to the transaction are not those where the order is given to help a salesman out. Don't 'coax' your trade, don't persuade a buyer to accept a bill of goods. Convince him that he needs them. That they will make him money and increase his business by giving satisfaction to his trade. Persuasion has its place in the making of a sale. A conciliatory manner is necessary wtih the prospect, but below that should be the firm grip of conviction and desire to own that the buyer cannot get away from. The man who resorts to the childish expedient of 'coaxing' his prospect does not deserve his continued good will and patronage and very justly does not receive it. One order may be 'coaxed,' but that cancels all obligation to give another. Yes, cancels it so thoroughly that this feeling, taken together with an inevitable contempt for the salesman and the house he represents, may operate to alienate the customer completely. Don't you think, gentlemen, that a single order secured at such a cost is a mighty expensive proposition?"

Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "**Haviland China**" for our ware would oblige us to sue the offender for damages.

Haviland & Co.

11 East 36th St., New York

Why Some Salesmen Fizzle Out

A Good Front and a Big Measure of Confidence Is Not Enough to Make a Good Salesman, and This Is One Reason Why We Print This Little Story

By D. E. Wheeler

BECAUSE outside selling is a rather better paying business proposition than the average desk job, a good many attempt to qualify as a salesman without first taking the trouble to find out what qualifications are essential to achieve even moderate success. Fairly liberal commissions and the more or less independence usually associated with salesmanship on the road, serve as inspirations to kindle the ambitions of many who are not particularly well qualified to reach greater heights than order taking. "Why some salesmen fail" is the title of a thoroughly good article, and because we believe it is well worth reading we are reprinting it herewith from a late issue of Printer's Ink.

Run your eye over the Help Wanted columns of any large newspaper and you you are struck by the number of calls for salesmen. It is an incessant cry. Salesmen seem to be the one supply that never equals the demand. This is reflected in the note of anxious pleading that may be detected in some of the more specious advertisements. "Please come in and see us," they say in effect, between the lines. "Experience is not essential so long as you are young, possess a good personality, and are willing to learn a business that, with a little trouble on your part, will net you a large income. Of course, if you are afraid of earning big money, don't answer this!"

Right here is where many an ambitious salesman-to-be begins to fail. He is generally at the age of unreasonable enthusiasm, he feels his personality is 100 per cent magnetic, without question he can learn the tricks easily enough, and as for money—well, if others can pull down a hundred a week, why can't he? So, full of pep, his suit pressed, shoes shined, and with probably a hair cut and face massage, he answers one or more of those siren-voiced advertisements.

As a matter of course, he encounters the windy faker and the wily schemer, and naturally in his self-conceit he gets badly stung in several engagements. But he learns that there is no such thing as easy money in selling. Then, grown weary, he lined up with a *bona fide* proposition, but the chances are ten-to-one that he really expects the goods, or stocks, or whatever they may be, to sell themselves by virtue of their apparent superiority, and after several months of superficial presentation he arrives at the conclusion that he would rather take a desk job. And he joins the horde of office workers who, doomed to stationary conduct and limited horizon, often sit and wonder whether they ever had a fair chance to try their wings!

At all events, sooner or later, it seems as if every one of us tries his hand at the business of selling, but only a few of us stick to it. Probably out of every hundred young fellows who tackle salesmanship, ninety drop out of the ranks within a brief period, and the other ten persist with more or less success, half of them doubtless grumbling against the fate that determined their choice of occupation. Why does such a small percentage of amateur salesmen become professional salesmen in the highest sense of the word? That is a question with perhaps ten thousand answers, for no one can pretend to tell why salesmen fail so as to embrace all of the various cases, but underneath the multifarious reasons there may be a few fundamental causes at work.

Actuated by this idea, I called on the purchasing agent of a large electrical company. He buys a quarter-million dollars' worth of material in a year on the average. Questioned as to how many salesmen called on him during a day, he said about thirty. Then I asked him from how many of them he bought. "Three," was his startling reply. When I questioned him why that was, he said: "Well, I guess it is because those three men know more about their line than I do. The others don't. Just sit in here with me for a while and draw your own conclusions. Listen to some of these birds."

BE a thinker. Think! Think along constructive lines, and do not neglect to put in a generous measure of this exercise of brain power about your present position. Have breadth of vision, feel dissatisfied with the present condition if you must, but do not let this interfere with doing your work as well as you know how to do it. Work is the beginning and end of all success, and you cannot get away from this fundamental truth. Unless you care to slip along through favoritism, work is the only sesame that any man can depend upon. It is always dependable if effort is well directed. Think! Those who had the privilege of knowing the big metropolitan daily when Arthur Brisbane was the editor-in-chief, and all who entered the editorial offices were much impressed by the numerous posters which adorned the walls. These posters carried but one word. It was a big word and it was printed in big letters, as it is befitting to inscribe a word of big import. This one word was—THINK! Arthur Brisbane did not originate the word, but he used it very often to good advantage, as all must use it, for head-work makes the man something a little more than a parrot or a human phonograph. Be a thinker!

Merry Christmas—Happy New Year

Royal Worcester

The Aristocrat of English China

Allerton

Bone China and Earthenware

Crown Ducal Ware

Tea Sets
After Dinner Coffee Sets and Fancy Pottery

Price Bros.

Rockingham Tea Pots
Import and assortments in stock

Bretby Art Pottery

Lamp Vases, Bulb Bowls, etc., in Colored Glazes

MADDOCK & MILLER

Incorporated

"The House of Stock"

MILLER-KUPPER BUILDING

39-41 West 23rd Street
New York

English Wares of Merit

We invite your inspection of our new sample lines for 1923, ready in January.

Through additional space and improved facilities afforded at our handsome new salesrooms, we are enabled to make a more interesting and extensive exhibit than ever before.

John Maddock & Sons

Royal Vitreous Dinnerware

John Maddock & Sons

Famous Hotel Ware

Carlton Ware

Art Pieces, Lamp Vases, Fine Lustres

John Walsh-Walsh

Rock Crystal
Table Decorations
Reproductions

Losol Ware

Decorative and Utilitarian Fancy Pottery
Unusual Pieces

I listened. Ten salesmen came and went. Their ttempts to sell were childish. Unbelievable? Here is he pattern: "Anything in my line today, Mr. S.? You urely need some of these multiplex bolts by this time. No? That's too bad. Well, I'll be around again in thirty lays. Dont' forget me. Good-by." And out they sailed, o doubt to go through identical rigmarole in the next lace. How can salesmen like that succeed? They are nere puppets with a phonograph record for a brain. I xpressed some doubt to the purchasing agent that many f the men calling on him were of this type. He laughed. Sorry to say, they are," he said. "Come in any day ou please, at any hour, and prove it. The average sales- nan simply does not know his business. His two tools re price list and order-book, and that's as far as he gets!"

At the outset it is important to show that salesmen or a well-advertised line will be less apt to fail, other hings being equal. While the general run of manufac- urers and jobbers and other employers of salesmen know he art of attracting the attention and stirring the rosy mbition of the aspirants, through the medium of adver- isements, they do not always recognize the enormous alue of supporting their men on the road by the same nstrumentality.

Well-directed and properly placed advertising of the ne to be marketed acts as an advance agent, preparing he way for the men who handle it. The beginner-sales- nan, to say nothing of the old-timer, has in his possession n increased confidence, a psychological asset of supreme mportance, when he knows his commodity or proposition s backed up by the right kind of publicity.

From a practical standpoint, the goods that are adver- sed save the time of the salesman, for the buyer, if he eeps abreast of business, will be already informed, and is caller is spared the difficult task of introducing an nknown quantity. Sometimes a salesman must repeat is call again and again just in preliminary work, which ight have been offset if the manufacturer had taken the rouble to advertise. It costs money, yes; but have you ver reckoned what it costs to have a corps of salesmen pending unnecessary time and energy on obtaining penings?

There is nothing more disheartening in the salesman's ars, young or old, than: "I never heard of your firm!"

A subscription book publisher was the next man cross- xamined. He has had experience with the handling of ousands of men, of all sorts and conditions, during the st fifteen years, and has built up a successful business the face of tremendous odds. He is what might be lled a cheerful pessimist, a doubter of men in the aggre- te, but an intense believer in a man when he finds one ho measures up to his standard.

"Because canvassing books is generally regarded as ch a hopeless undertaking, we get a most miscellaneous t of aspirants," said this publisher, "usually raw cruits without any training or experience, or semi- wn-and-outers who have tried nearly all other lines merchandise and fizzled.

"As everybody knows, there is an absurd and baffling ndition in the subscription book-selling field, a condi- tion produced, for the most part, by the canvassers them- selves, who thought it smart to get an order by hook or crook. So they fooled people, and often frightened them, especially the women, into signing on the dotted line. They lied consistently, wantonly. Thus, the book- canvasser of the conventional, tabooed type did his best to ruin his market for the sake of immediate orders, per- juring himself and us to get them. So, the general opin- ion is, that the country has been fed to surfeit on book propositions while, as a matter of statistics, there are hun- dreds of thousands of decent, prosperous homes without books of any kind within their walls? But only a few men—comparatively—have the courage and grace to go out and conquer this waiting market.

"Laziness, I would say, is the chief fault in the aver- age salesman who comes to me for a job. It is not so much physical laziness as mental inertia that prevents him from making good. The old-timer, I think, took things more seriously. Perhaps he had greater leisure to master the details of his game. Life has multiplied interests and distractions to such an extent that real con- centration becomes increasingly difficult. That, I should say, is the reason in back of the questionnaire and intelli- gence test. To concentrate properly is to master your matter. An extra amount of energy and effort is required. Now, the average salesman will not take the trouble to learn the qualities of his product, nor to pre- pare to meet every possible argument his prospect can give him. He is inclined to scoff at analysis and all its fruits and depend on his 'genius' to put over sales.

"If a salesman would only follow an example such as is set by a chap like Willie Hoppe, the champion billiardist, he would clean up any territory given him. For almost a year before he met Schaeffer in the recent match for the title, Hoppe practiced eight hours a day, studying the formation of shots and every conceivable angle and antic of the ivories. It required patience, con- trol and concentration, I can tell you! No wonder such men are champs! Now, if salesmen would only apply themselves that way! It would not matter much what grade of intelligence they had, they would win out with such power of application.

"Let me tell you what happens when we advertise for salesmen. Usually, I state that I am looking for a man of fair address, pretty well educated, who will be expected to work on 'leads' only, and be given a liberal drawing account. Recently, I wanted to augment my force by fifteen or twenty men. I advertised in ten of the foremost Eastern newspapers in five large cities.

"Three hundred replies were received. From the con- tents of the letters, I judged that about half of the 300 sounded likely. Appointments were accordingly made, and I got ready for the procession. Most of the appli- cants possessed a good appearance, some of them had selling experience, and many of them were college grad- uates. On the surface, the crop looked promising.

"But when we got down to the particulars of the prop- osition, four-fifths of them faded off the scene, with one excuse or another, and always I could see that selling

(*Continued on page* 194)



ASHWORTH'S

"Pekoe" B 9461 Pattern

HUGH C. EDMISTON

Sole Agent for

Geo. L. Ashworth & Bros.
Crown Staffordshire Porcelain Co., Ltd.
Lovatt & Lovatt, Ltd.
Samuel Johnson, Ltd.

120 Fifth Avenue New York City

IDEAL CUT GLASS

"It's a Morecroft Product"

will be displayed at the William Penn Hotel, Pittsburg, Pa., beginning January 8th, 1923.

Those buyers who have cooperated with us during this year in displaying, advertising and selling our SPECIALS have done something for the CUT GLASS trade which should be appreciated by the entire industry.

They have certainly started a much better demand for good CUT GLASS and the coming year from all indications will show a very strong demand for brilliant, snappy designs cut on blanks of the highest quality that may be sold at Popular Prices.

Our line of SPECIALS will include the best selling popular priced staple pieces on the market.

In addition to our SPECIALS, "DIAMOND-POINSETTIA" and other lines we shall display at the William Penn Hotel two new distinctive designs which EVERY BUYER should make a NOTE TO INSPECT.

F. L. MORECROFT

for

IDEAL CUT GLASS CO.

CANASTOTA, N. Y.

Our line will be shown at Hotel McAlpin, New York City, during February as usual

BISLEY No. 1825

No. 3083 RAJAH



WE TAKE PRIDE IN OFFERING THESE NEW DINNERWARE PATTERNS TO THE TRADE

No. 3083 Bavarian China. Very attractive border of pink and blue flowers. Gold traced handles and edges.

BISLEY English Semi-Porcelain. W. H. Grindley & Co's latest underglazed flow-blue print. Very handsome.

No. 1825 Nippon China. Handsome conventional border in light brown and dark blue. Gold hair-line outside of border. Half mat gold handles.

RAJAH Theo. Haviland & Co's most striking pattern. Beautiful border of blue between heavy coin gold lines. The Bird of Paradise and foliage are in natural colors. Mat gold handles.



SAMPLES AND PRICES CHEERFULLY FURNISHED

ALL OPEN STOCK PATTERNS

THE KINNEY & LEVAN CO. CLEVELAND, OHIO

Glass and Glass Making

How Various Glassware Articles Are Made In Modern Factories, Told in Untechnical Language

By R. E. Snuggs

ALL of us are accustomed to regard glass and glassware in the wrong sort of light, for glass has become so common an article of civilization that we forget its true value and importance in our daily life, says R. E. Snuggs, a graduate chemist of the University of Florida in a recent issue of the Charleston News. We have even relegated glass to a lowly position as a household article, and have given it a minor third place in the ranking of our wedding anniversaries. Many are the witticisms directed at the plebeian glass article when compared with its patrician kinsman, the quartzes and feldspars, while the lordly diamond looks down in scintillating hauteur and refuses to be placed in such juxtaposition. Yet the humble glass products are of immeasurably far more industrial value to man.

It is a common and true test of worth to measure the importance of any commercial product by the great number of articles for which it is used. We find glass windows, glass dishes, glass plates, glass windshields and show cases, glass chimneys, glass bulbs, glass thermometers, glass surgical and analytical instruments, and all kinds of optical glasses; and if man had failed to produce any of these articles of importance, their absence would be felt. Yet we did not always have these products, for glass is only about six thousand years old, and it is certain that Abraham when he looked at the stars in the heavens did not have a telescopic refraction lens for his comfort and use. The discovery of glass is commonly ascribed to the early Phoenicians, the traders of Tyre and of Sidon; and of the early nations, the Egyptians were most favored with the knowledge of the manufacture and properties of glass. A legend has it, that an humble slave, laboring in the rich Nubian gold mines, through an accidental fusion of sand and soda in the fluxing of gold produced the first transparent glass. Thus nature withheld her secrets from the wise and learned, and placed them by chance in the hands of a menial. The making of glass vessels was considered a trade in the city of Thebes; and even the making of artificial gems was known in Egypt as far back as 3800 B. C.

Through the centuries we have become more and more familiar with the manufacture and properties of glass; yet today, relatively few people in the state of Florida know that glass is not a chemical compound but a physical mixture, for it has no definite melting point, and when molten it is our only example of a liquid which can be super-cooled, giving a brittle, transparent solid. The process of making glass and glass products is as simple as it is interesting; and we should make ourselves thoroughly acquainted with this very necessary product of civilization.

Manufacture of Glass

Our glass ware is cheap in price because the products from which they are made are also cheap. We find plenty of sand in nature's laboratory. We also find plenty of the compounds of sodium and calcium as salt and marble. Sand and an oxide of either sodium or calcium are the two principal materials in all glass. The sand must be of a certain size, not too coarse to hinder the reaction, nor yet so fine as to cause the reaction to take place too quickly. It is then mixed with the oxide and the "batch" literally shoveled into the large furnaces, where it is melted to an opaque mass, full of bubbles of air. As the melting proceeds, these bubbles become fewer and larger and are finally driven out. The batches are now taken out and allowed to cool, either naturally or by a jet of air, dirt and other impurities of improper mixing are removed from the surface and the mass is ready for pressing and blowing into any shape.

If plate glass is to be made, the still molten batch is poured on a flat table and rolled to the desired thickness by a metal roller, annealed, rubbed with sand and polished. Glass vessels are made by gathering the molten glass on the end of an iron rod and the correct amount cut off with shears and allowed to drop into a mould; immediately a metal plunger is forced into the mould, the glass being pressed into the desired shape. When the glass has become firm, the mould is opened and the article sent to another furnace to remove mould marks and be annealed.

Hollow glass articles must be blown into their shapes. The glass is gathered on a hollow pipe and by alternate blowing and swinging and re-heating it is forced into the mould and takes its shape. The surplus glass is cracked off and flattened by rubbing on a flat stone or by the emery wheel. Bottles are made by blowing in a mould and after re-heating the neck is finished with a special tool. The latest device for making our coca-cola bottles is a machine which sucks up enough of the molten glass to make the bottle and at the same time form the neck. It is then carried to a mould in which it is blown into its final shape, and the imprint of the company pressed on.

Optical glass differs from other ordinary glass in that it is allowed to remain in the furnace until it has become cool. Then the furnace is broken open and the glass sorted out, of which only a small part is fit for use. Most of our optical glass comes from the great laboratories at Jena, Austria, which still sets the pace in the prduction of refractive glass, as well as high power lenses, without which the science of astronomy and biology would be materially handicapped.

ANNOUNCING

Two Distinct new McKEE Lines and many additions to Standard Lines



Rock Crystal Console Set—Satin Finish



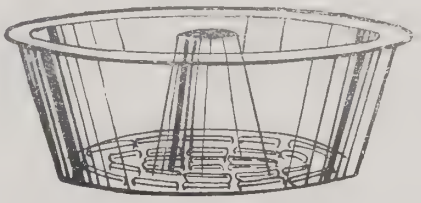
No. 151 "A" Console Set—Satin Finish

McKEE SATIN FINISHED GLASSWARE

This new line of colored glass is our latest addition.

It comes in two new and very distinct colors—Jap Blue and Jade Yellow.

The line is composed of fancy pieces such as Console Sets, Odd shaped Nappies, Candlesticks, Boudoir Sets, Cheese and Cracker Sets, Jug and Tumbler Sets, Lunch Plates, Stemware, etc., particularly suited for gift purposes.

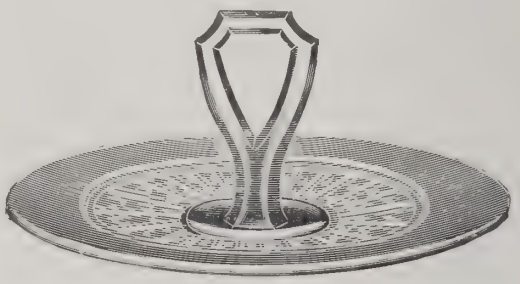


No. 352 OPTIC Tube Cake Pan
Design Patent No. 58,201

The latest improvement in GLASBAKE Transparent Baking and Serving Ware.

Optic or Fluted Pattern
Utility plus Beauty

The inside flute is the added attraction on this line, being an entirely new feature and making it very attractive. Beside improving the appearance of the Cooking utensil this particular pattern makes a beautiful table service, enhancing the beauty of any dining table.



Virginia Lunch Plate

One of the many new items of our manufacture intended for Light Cutting and Decorating.

We will have on display many new articles for this particular class of trade such as Lunch Plates, Candle Sticks, Sugar and Creams, Jugs, Candy Boxes, Low Foot Comports, etc., all genuine Pot Glass full fire polished and bearing all the qualities of excellence and durability that can be acquired through Superior Workmanship.

McKEE GLASS COMPANY, Jeannette, Pa.

Established 1853

OUR MANY LINES WILL BE SHOWN AT THE PITTSBURGH GLASS SHOW IN JANUARY

FORT PITT HOTEL, Rooms 743-797, as usual

Annealing

Annealing is the process of cooling the molten glass gradually, thus doing away with any internal strain which the glass develops in the heating and which makes it liable to fall in pieces under great change of temperature or when its surface is scratched. If red hot glass is immersed in heated oil or paraffin and allowed to cool slowly, it is found to be extremely hard and elastic. The glass of De la Bastie is formed in this way; articles made of it can be thrown about upon hard objects without breaking. An interesting case of sudden cooling is the Prince Rupert Drops, made by dropping molten glass in cold water. Instead of flying to pieces they become very hard and tough, but if scratched with a file, the drop becomes a fine powder. These Prince Rupert drops may be seen at the chemical booth of the University of Florida at the state fair and their properties will be demonstrated to any interested person.

Classification of Glass

There are three general kinds of glass which we can make by the same general process. The first of these is called soft soda glass, or French glass, in which a mixture of soda ash and marble is used. Another is flint glass, or English glass, in which lead oxide and potash, a very cheap but important commercial product, is used. Hard glass or Bohemian glass is characterized by great toughness, by its ability to stand great heat and by its resistance to corrosive liquids and gases.

Coloration of Glass

It has long been known that small quantities of different chemicals, chiefly metallic oxides, when added to the molten glass in its process of manufacture, give beautiful colors, which are highly desirable for decorative purposes. Our beautiful church windows are excellent examples of the chemist's art. Thus ruby-red glass is produced by an oxide of iron; blue glass by a cobalt compound; copper and chromium make an apple-green color; uranium, a rare metal, gives a sparkling yellow. Manganese oxide is the most used of the coloring oxides and in large quantities produces the black glass used in eyeglasses and goggles, while in small amounts it imparts the delicate pink shade of a rosy dawn. The beautiful cut glass bowl which rests on the buffet may have been colored by the oxides of nickel for the green shade, selenium oxide for the red hue, and cadmium sulphide for the yellow color, while the glittering opalescent light may have been brought about by the addition of fluorspar. And thus we have a thing of beauty.

Decorated or painted glass is made by painting with glazes, which are colored oxides mixed in oils. Some of our cut glassware is made by this method and polished to enhance their brilliancy. The inside of the article may have been covered with a protective wax, and the article immersed in strong hydrofluoric acid, which etches the parts exposed to any desired depth. Gilding is practiced by applying precipitated gold, and burnishing to a golden brilliance.

And thus glass is made. It would be a great and profitless task to attempt to point out the service of glass to man. Much remains yet to be done before glass articles are brought to a perfect state. Our Pyrex products are certainly a step in that direction. Yet just as the early alchemists sought for the liquid gold as the perpetual light, so modern civilization has the light of knowledge, a small flame, 'tis true, but ever growing more and more brilliant with the advancing years.



HALL TRADE MARK

HALL HOUSE
18 WEST 23rd ST.
NEW YORK CITY



Borghese Production

Always Something New and Interesting

Unusual Imported Gift Objects
Old World Art Pottery and Glass
Open Stock Italian Peasant Cottage Sets, etc.

BORGHESE PRODUCTIONS
HAEGER POTTERY
HALL SHOP PRODUCTS



Borghese Production



Hall Shop Door Stop



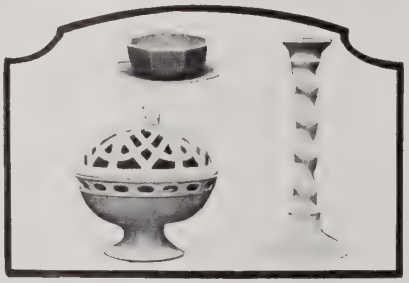
Italian Rosebloom Open Stock



Hall Shop Door Stop



Haeger Lamp Mount



Haeger Pottery
Catalog Upon Request



Haeger Lamp Mount

CHARLES HALL, INC.

18 West 23rd Street, New York City
WORKS - Springfield, Mass.

HALL TRADE MARK

HALL TRADE MARK

Co-Operative Flint Glass Co.

Beaver Falls, Pa.

Manufacturers of

Plain Plates in beautiful shades of Amethyst, Blue, Green and Canary, in 6½", 7½", 8½" and 10½" sizes.

Buffet Sets, two sizes in Assorted Colors.

"Midnight Glass," plain and with two distinct decorations of Gold Band and Line also heavy White Band and Line treatment.

Cake Covers, Aquarias, Seed Cups, Bird Baths, Candle Sticks, Hyacinth Vases, Paper Weights, Ash Trays in assorted colors, Furniture Knobs, Mushroom Covers and Pie Covers.

A general line of Blown and Pressed Ware with many snappy items suitable for "Dollar Day" and other Special Sales Purposes.

See Our Display In Pittsburgh

Rooms 136-137—Ft. Pitt Hotel

January 8th to 20th

Mr. W. A. Reaper, In Charge

Josiah Wedgwood & Sons, Inc.

of America

255 Fifth Avenue

New York



The illustration shows our Dark Blue and White Basrelief, which is so rapidly gaining in popularity that we are making arrangements to carry a representative line in stock.

Our Open Stock Dinner Ware patterns, protected by the U. S. A. patents, have now been increased in number and are in great demand.

Complete sample line including several new numbers in Embossed Queensware and Powder Blue China ready early in January.

C & G JOURNAL, ART DEPT

American Cut Crystal

Superiority in Designing and Brilliancy in Execution Give Our Craftsmen World Supremacy

By Henry Fitzgerald

COINCIDENT with the history and development of North America is the history of glass. What, for instance, could better typify the growth of this country than the gigantic forward stride of the glass industry, from its tentative beginnings in the form of patriotic bottles, flasks and "cup-plates," to the scintillating marvels of elaborate workmanship produced by the leading American cut crystal manufacturers of today? The glass fabrications of the United States are world-famous, unequaled for purity and color of metal, for depth and richness of cut design, surpassing in mechanical and artistic qualities the best wares of a similar nature produced in other countries.

The predominance of American craftsmen in this field may be attributed in part to the fact that this country produces by far the finest ingredients for the manufacture of the metal. Nowhere else, for example, can there be found silica sand of equal quality. American technical skill and efficiency processes finally contribute to the production of pieces of unrivaled brilliancy and grace.

The American ideal of beauty in glassware may be summed up in a few words. First, crystal clearness and brilliance; next, weight; next, depth and sharpness of cutting—beauty of design, of course, being taken for granted. Perfection of intaglio cutting may safely be regarded as the sign manual of the best in American cut crystal production.

A matter for congratulation in modern American cut crystal ware is a marked advance toward grace of form from the rather squat shapes characterizing even the best work of contemporary European glass cutters. For, a persistent tendency to sacrifice beauty of outline to perfection of technique has long been evident in the handicraft of foreign workers in decorated glass. Although considerable improvement has latterly been made in this direction, this tendency still persists, the European craftsman being inherently slow to break with tradition.



American engraved glassware in graceful modern design

It would seem that in order for the glass to take the cut to the depth favored, for example, by many prominent English producers of cut crystal, the "blanks" provided for the cutters have to be thick and cumbersome. The results, however brilliant in decorative execution, must necessarily fall far short of the American ideal.

The American glass worker has successfully surmounted all those difficulties, real or imagined, which appear to hamper the progress of his foreign brother craftsman, executing his *motifs* superbly on forms that are not only models of grace but are in addition admirably calculated to preserve and show off at its best the very soul of the fine metal in which he works.

The surface of much of the most highly representative engraved work is left "dull," just as it comes from the wheel. Some is polished. Generically all work of this character is termed *Rock Crystal Engraving.*

Between the ordinary, every-day crystal ware of commerce—much of it masquerading under the title of "cut" glass—and the high-grade product of the native masters of the art, there is a world of difference. Those at all familiar with glassware know that there is a great divergence of quality in the pieces placed upon the market.

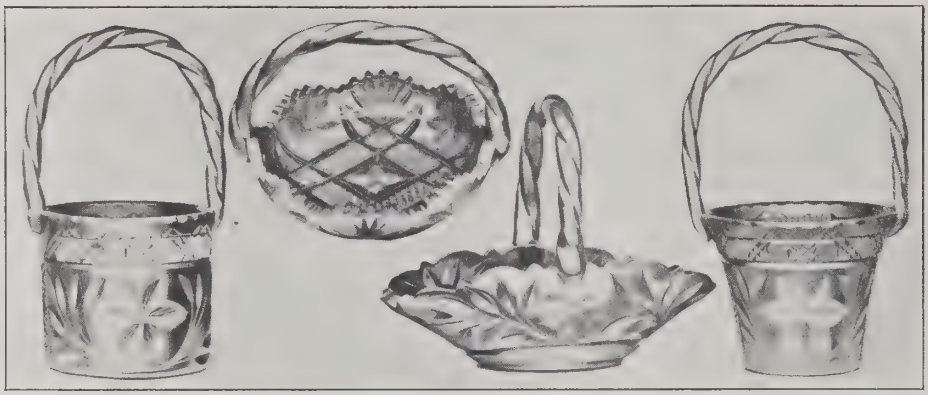
In the first place a great quantity of so-called "cut glass" offered for sale today is not "cut" in any sense, being merely moulded from the "blank," which in itself may or may not be of high-quality metal. Furthermore, much of the genuine cut glass is of inferior basic material. This latter defect can almost invariably be detected by the color of the glass. Inferior products show a distinct tint, yellow, green, or brown. The most highly-prized pieces, on the contrary, transmit a light as colorless, as pure, as rock crystal.

A simple method of detecting moulded ware claiming

to be the genuine "cut" variety is to pass the fingers over the inner or reverse side of the piece where the "cutting" is deepest. A slight swelling will be evident to the touch. Inferior ware, moreover, whether cut or moulded, invariably reveals unevenness or faults and an absence of finish in the cut surfaces. The higher grades, on the other hand, reveal a satisfying sharpness and brilliancy in the cut decoration. The quality of light refraction, with its exquisite prismatic scintillation, is also an unmistakable characteristics of the best in cut crystal ware.

The fundamental difference between high and low grade decorated glassware may be said to lie in the quality of the metal itself rather than in the fashioning and decorative adorning of the finished piece. The bases used in the making of glass are chiefly soda, lime, potash and oxide of lead. The finer kinds of metal, which are made without lead, are known as "crown" glass. But where a glass of the very highest grade is required for cutting, engraving and polishing, it is essential to employ oxide of lead in its manufacture. The resulting metal is often called "flint" glass, as distinguished from the cheaper or "lime" glass. The former is heavier as well as more brilliant and may usually be recognized by its clear, bell-like tone when lightly struck.

Engraved glass differs from the "cut" variety in the design and the method by which it is executed. Here the worker breaks free from the more confining limitations of geometric patterns into the field of curved and modeled surfaces, of freely flowing ornament. Figures, flowers, fruits, whole scenes, spring into being with all the grace and precision of the ancient intaglio and cameo gem cutters. This is the realm of the true artist-craftsman. Your highly expert crystal engraver exercises his creative talents with the same independence of thought, the same freedom of *technique*, as your painter or sculptor. There is, however, this difference in execution: the tools of the crystal engraver are fixed. It is the work of art itself that moves in the process of creation. Clamped in a lathe the crystal engraver's implements revolve at high speed. The craftsman holds the virgin piece of lucent metal in his hands, deftly applying it to the faintly humming wheel. The design thus evolves into existence free-hand. At will the engraver changes from one tool to another, now making use of a copper wheel no larger than a pin head, now of one six inches in diameter. In the free play of the craftsman's hands lies his power of expression.



Coming now to the consideration of actual specimens of the American glass-worker's art, how truly sculptured, how delicate and restrained, how complete in the expression of theme, both in form and decoration are the masterpieces produced by our leading factories may be judged from the illustrations accompanying this article. Here are shown a few examples of how deftly and with what fine feeling our craftsmen translate into their modern material the everliving designs of the past; how rich, too, is their creative instinct in the field of original forms and decorative *motifs*.



Handled baskets in heavy cut floral pattern above. Below, light cuttings in graceful conventional motif. Because of the higher technical skill of the cutters and also because domestic silica sand is unsurpassed. American cut crystal wares are unmatched for clearness, brilliancy and graceful beauty of design

Glittering punch-bowls and sherbert glasses in Roman shapes, quaint decanters in Georgian or Venetian form, candlesticks reminiscent of ancient Greece, toilet ware, fern dishes, vases, ice cream sets, ice tubs and a host of other articles of grace and usefulness are today being executed in America in artistic cut crystal, reviving with a new significance the manner of the old masters of design.

Here is a fertile field for the play of imagination and the creative faculty on the part of the interior decorator. Empire, Adam, Renaissance, Old English, no less than modern decorative schemes, may most fittingly find fuller expression in the added, embellishing touch of cut crystal of the period.

Stiegel Glass

(A Review)

IT is not often that "book reviews" find their way into trade papers. It is interesting, however, to observe that so many worth-while books on American glassware, written in America and published by American publishers, find their way so slowly into the sensitive hands of the "tradesman" who devotes his life to this art and industry.

In this review the reader will find an absorbing subject—Stiegel glass—interestingly outlined in an informal introduction to the book of this title published by Messrs. Houghton, Mifflin Co. in 1913.

The collection of glass made by Henry William Stiegel of Pennsylvania in the last part of the eighteenth century, presented to the Metropolitan Museum, New York, by Frederick William Hunter, forms one of the most interesting and valuable sources for the study of the American arts of decoration.

The collection contains both objects of beauty in themselves, and by its completeness in examples of the different kinds of vessels made by this pioneer in glass-making, furnishes a valuable opportunity for the study of a chapter in our craftsmanship previously lacking.

Mr. Hunter has not been content, however, to bring together the examples of Stiegel's art, leaving to some one else the exposition of it, but has followed up his labors of collector by those of biographer and historian. In his own book entitled "Stiegel Glass," he has laid the American student and collector under an additional debt of gratitude to him.

Mr. Hunter's competent, painstaking, and thorough handling of his facts, and his sometimes whimsical, sometimes ironic, always delightful attitude toward his man and the many traditions enveloping the pursuit, literary and material, of Stiegel glass is indeed a rare treat.

As Mr. Hunter may be said to have recreated Stiegel glass through his efforts in bringing together examples of it, so he may be said to have recreated Stiegel himself in his book, and this we say, in spite of the author's modesty, which admits a degree of failure to banish entirely a certain haziness which had hung over the man and his works.



Covered Bowl, Stiegel Glass
Late Eighteenth Century

To Stiegel's Start in Life, his first chapter, Mr. Hunter prefaces certain shrewd remarks that bear quoting in full because they set forth the thesis of the book, and because they show the author's cheery philosophy and characteristic touch:

"Viewed from the early years of the twentieth century, Stiegel is instantly seen as making a living claim upon our interest and attention by reason of two contributions which he has made to the current consciousness of our time. One of these is the surviving glass of his manufacture which, as we are just beginning to realize, deserves and is soon to have an honored place among the historic vestiges of our early national life. The other contribution is less tangible, but more potent. It is a legend—the glowing mirage of a picturesque personality.

"But the cult for 'Americana' is even yet in swaddling bands and was not only unborn, but undreamed of, in Stiegel's day.

"And legends root in graves.

"At the time of his death and in the eyes of those contemporaries who survived him, Stiegel was merely a discredited ironmaster who had had too many irons in the fire.

"What he had actually accomplished toward the development of Pennsylvaia had long been lost sight of in the fact that he had accomplished nothing for himself.

"His glass was as little thought of as any other local product claiming as its proudest boast to be 'as good as imported.'

"His legend wasn't sprouted.

"For nearly sixty years his very memory survived only as a pensioner in old wives' tales; and it was 1844 before a historian of Lancaster County embalmed the oral tradition of him in print like a fly in amber.

"Time went on and other local historians retold the curious tale—adding, here a bit of flotsam folklore, there a bit of chance-found documentary evidence of fact. The

seed, as seeds must, was germinating in the dark. And the glass, as glass will, was patiently biding its time in corner cupboards and farmhouse attics.

"And then, in our own time, the legend suddenly came to blossom and the glass began to take on its antiquarian interest. And what more natural than that the sanguine, at this sight, should mistake Stiegel for a hero of romance by the simple error of crediting the unearned increment of the years to the account of the man himself; or that the conservative should try to restore the balance of the scales by voicing a dissent that sounded very like disparagement?

"But the time has come to go a little deeper. And it is the object of the following sketch, in so far as that is now possible, to brush aside the haze of the years and discover what maner of personality it actually was that is thus glowingly reflected on the clouds of tradition."

We must note here that the date of Stiegel's birth at Cologne is given as May 13, 1729, a year earlier than the generally accepted date, and the tradition of his noble blood is thrashed out and disposed of.

Some idea of the scope and character of the book may be gained from the list of its chapters, which are divided into two parts, the first devoted to the man and the traditions, and the second to glass in general and Stiegel glass in particular.

Stiegel's Start in America, at Philadelphia in 1750; The Carving Out of a Career; Stiegel's Beginnings as a Glass Maker; The Beginning of Manheim; The Career Culminates; The Stiegel Lottery; The Failure; The Stiegel Imprisonment; Final Years (he died in 1785); and The Feast of Roses tell the story of a rarely interesting life with all of the traditions with which it was surrounded.

"We have no portrait of Henry William Stiegel, and no description of his appearance or of his person has come down to us. But it is evident from what we know of his career that he had, as the saying is, a way with him. He had been dowered by nature with really fine abilities. He was a passionate lover of music. He was a discriminating connoisseur of beauty. He had an aptitude for science. He had a keen eye for business possibilities; was possessed of both energy and initiative; was a persuasive promoter and had a talent for organization. But some disgruntled fairy had endowed him at birth with the ironic gift of a too great facility. So that, while he was brilliantly destined to do many things well without effort, he was doomed never, until too late, to learn his own limitations. And since, in the beginning, he knew no need to focus his ambitions and concentrate his endeavors, so to the end he found it more congenial to dazzle his inferiors than to retain the confidence of his equals."

In the second part of the volume Mr. Hunter treats of glass in general, early glass-making in America in the seventeenth and eighteenth centuries, and devotes three chapters to the sources of information about Stiegel glass, its materials and methods, its characteristics and specimens, while in a voluminous appendix he has brought together many important records and documents.

A STICK from the fire was no doubt the earliest form of lamp, but while civilization was yet young crude forms of oil lamps came into use. Shells and hollow stones were employed for holding vegetable oils, such as olive oil and nut oil, in which a wick, formed of moss or fibre, was floated. The first lamp shown, which is fashioned from Alabaster stone, was found in the remains of Fara, Babylonia.

An improvement over the stone lamp was the pottery lamp, which could be more easily shaped. A form called the "Virgin's lamp," used in Bible times, is shown in the second illustration.



In 1400 A. D., we find the Venetian Stand Lamp, widely used in the Mediterranean countries of Europe. Wick picks and snuffers were usually attached to these lamps.

The Flemish Oil Lamp employs animal oil as its fuel and is characteristic of the period in which less attention was paid to the artistic form of the lamp and more given to the useful or practical side of lighting. Lamps similar to the one shown are still in use among the poorer classes of Continental Europe.

The candle is really a form of oil lamp in which the oil or grease in solid form is melted by the flame as it is used. It was formerly made from animal fats, but is now made of wax from berries and paraffin. Candles are still used for religious and decorative purposes.

Whale oil was the chief illuminating oil for many years. Benjamin Franklin had discovered that two wicks gave more than twice the light of one, and the lamp of the period of 1830 has one of these Franklin double burners.

Camphene, a patent fluid used about 1850, was formed from a mixture of turpentine and alcohol. It gave a much brighter light than whale oil, but was dangerous on account of its explosive nature and, consequently, was never very popular and was soon discarded.

Kerosene was first procurable in commercial quantities about the time of the Civil War. The kerosene lamp is still the chief illuminant in territories where electricity and gas are not as yet available.

The Carbon Lamp, shown under 1890, was developed by Edison and was the first commercial incandescent electric lamp. It marks the beginning of the period of safety, reliability and convenience in artificial illumination.

The clear MAZDA lamp gives three times as much light as the carbon lamp. This is an incandescent lamp with a filament of drawn tungsten wire within a bulb of clear glass from which the air has been exhausted.

The lamp shown on the extreme right is the 50-watt White MAZDA Lamp. This is a tipless lamp that gives a flood of soft white light. It is the most recent type of lamp developed and is particularly adapted to home use.

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Early Ceramic Art in Northern Europe

The Development of the Potter's Art and Some of the Early Results Achieved in Germany, Holland and Scandinavia

By L. Burton Ramsey

As the potter's art is one of the few crafts which dates back to the very earliest periods of man, so we may conceive of the ceramic art of these countries in Europe as beginning with the Renaissance. This definite space of time, which denotes the transition from the middle ages to that which may be termed modern, marked the entrance of the European nations upon a fresh stage of energy. Stimulated by the revival of classique learning and borrowing freely from the arts of Greece, much was applied to advance the arts, and particularly the industrial art of ceramics.

Before the Renaissance, the making of titles was the only branch of the potter's craft of artistic rank. During the Gothic period, the pavement tiles of Germany which have been found in the valley of the Rhine from Constance to Cologne, often depict designs of foliage and grotesque animals, full of character and spirit. These decorations were made either by stamping or impression, by pressing the title in a mold to produce the design in relief. On many of these interesting examples of antique workmanship, the surface is protected by a lead glaze, green, brown and yellow, but the majority are unglazed. While glazed tiles with ornament in relief were very early made much earlier, but little of the potter's art was known in Northern Europe before the fourteenth century. During this period, glazed tiles were made for the construction of stoves, such as have continued in use in Germany to the present time. During the year 1500, a noteworthy improvement is noted in the utilization of combination of glazes of different colors on a single tile. About the middle of the sixteenth century, Renaissance ornament appears in place of Gothic canopies and tracery and blue and white enamels were first used in combination with other glazes of other colors. Among the designs are figures in costumes of the period and shields of arms in round-arched niches, are favorite motifs, both in tiles for stoves and in wares known as Hafnergefässe. All these ceramic wares were made in Nuremberg, Silesia, Salzburg, Steyr and elsewhere in Upper Austria, and their manufacture continued into the eighteenth century.

In southern Germany, about 1525, imitations of Italian majolica with polychrome painting on a white enamelled ground were first manufactured, their creation being attributed to Hirsvogel of Nuremberg. For upwards of a century this style of decoration survived in the stoves of pottery made by the Pfau family at Winterthur in Switzerland. In some rare productions produced in Majolica, dated 1551, the decorations in colored enamels are prevented from flowing together by a sharp groove in the clay.

But it is in the development of stoneware along the valley of the Rhine, which is conceded to form one of the most important features of the history of German pottery. This ware consists of a highly refractory white or gray body of intense hardness, glazed by the use of salt into the kiln when the highest firing temperature was reached. Large quantities of this ware was exported through the markets of Cologne and Aix-la-Chapelle to England and France and other parts of northern Europe. That the early German potters were alert to the requirements of foreign custom, is indicated by the frequent occurrence of the arms of foreign cities and princes in its decoration. The oldest center of the manufacture of this old stoneware is at Siegburg, near Coblenz. This white stoneware, made from local clay, was exported in considerable quantities as early as the fifteenth century, and plain beer-jugs of that date have been unearthed in England. In the sixteenth century the art advanced considerably and the potters formed a gild under strict regulations. The manufacture continued until the town was sacked by the Swedes in 1632, and later attempts to re-established it proved unsuccessful. This ware is of a cream-white color, generally thinly glazed and very rarely colored by staining with cobalt blue. The decorations are impressed upon the clay with small stamps or by reliefs pressed from separate moulds, and the motifs include sacred and classical figures, protraits of sovereigns, armorial bearings and foliage with a Gothic feeling. Among the characteristic shapes are the high tankard or Schnelle and the ewer with long spout or Schnabelkrug, but many quaint and extravagant forms are also shown.

This industry attained most importance at Raeren in the duchy of Limberg about 1550, and was continued for three score years and ten. In the year 1539 is the earliest date known to occur on this ware. Two varieties are known, one brown glazed and the other gray decorated in blue. The designs are from Scripture, history, or peasant life and examples bearing dates and names or initials of mould cutters, among them Ian Emens and Baldem Mennicken. Still another important center in the sixteenth century was at Frechen, near Cologne, where round bodied jugs known as Bartmänner, so named from the bearded mask at the front of the neck, and covered with a brown glaze, were manufactured. The jugs of this type known as Greybeards or Bellarmines, exported in quantities to England, Scandinavia and the Low Countries, were made here.

During the seventeenth and eighteenth centuries the largest stoneware center was the district surrounding



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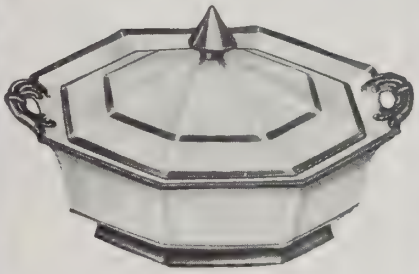
Höhr-Grenzhausen in Nassau, where artistic pottery was made as early as 1600. There at about this time manganese purple was first used in the decoration, which was combined with cobalt blue and incised ornament gradually replaced decoration in relief. Figures were replaced with rosettes, sprays and geometrical forms. Vessels of large size and many fantastic shapes appeared to vie with the standard forms. A stoneware plant dating back to the middle ages existed at Creussen in Bavaria. The productions during the seventeenth and eighteenth centuries, consisted of tankards and squat shape, tea, coffee pots and inkstands, of a dark red body, covered with a lustrous dark brown glaze. This body was frequently painted after the first firing, in brilliant enamel colors.

Early in the eighteenth century attempts were made by German potters to imitate the Chinese redstone ware, known as boccaros and the early efforts of Böttger, of Meissen, who may be regarded as the discoverer of the secret of true porcelain, are most important and far reaching in effect. The redware of this potter is of such hardness that it was cut and polished on the lapidary's wheel.

One of the most remarkable features in the history of pottery was the appearance about 1600, of the manufacture of tin-enamelled earthenware at Delft. Herman Pietersz, of Haarlem, introduced it, but from whence he learned the art is unknown. The faience makers were of the eight crafts of Delft which formed the Gild of St. Luke, founded in 1611. About the year 1650 a great impetus was given the production of Delft ware and its popularity continued until the latter part of the eighteenth century, when it was gradually replaced by the more serviceable wares of the English potteries. This ware is of fine buff-colored clay, dipped after the first firing in a white tin-enamel, which formed the ground for the painted decoration. After decorating, this was covered with a transparent lead glaze and fired the second time, thus in character it belongs in the class with the painted Italian majolica and old French faience. The best examples are ranked among the greatest achievements of the potter's art. Characteristic of the first period are dishes and plaques in blue with somewhat overcrowded scenes of contemporary life. About 1650 imitations of Oriental porcelain, introduced by the Dutch East India Company, were made by Aelbregt de Keizer and enjoyed for some time considerable popularity. Other potters who have done much to advance the ceramic art were Lambartus van Eenhorn and Louwys Fictoor, both makers of large vases with Chinese floral design in polychrome.

Early in the eighteenth century demand for pottery increased to such an extent that the artistic quality deteriorated under the urgent demand and the ceramic art gradually developed into a commercial enterprise. The establishment of German porcelain factories soon developed overglaze painting and firing in muffle kiln, the pioneers in this field being the Dextras. Through this innovation, by the adopting of which the Delft potters strove to compete with the European porcelain, was

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mainly responsible for the eliminating of the artistic quality, which soon ruined the art of the Delft craftsmen.

With the exportation of Delft ware to Germany numerous factories sprang up for making wares in imitation of the Dutch and among these are Hanau, founded 1670 at Frankfort and Cassel and others at Kiel, Stralsund. In 1712 a factory was founded in Nuremberg which produced distinctive ware but little influenced by the craze for imitating. Among the best examples are dishes with sunk decorations in the form of a star and jugs with long necks and pear-shaped bodies. Very similar styles were also made at Bayreuth and Dutch and French styles were exported into Scandinavia and factories were established in Copenhagen in 1722, at Rörstrand and Marieberg in 1728-1758 and later at Herreboe, Norway, about the year 1759.

As the eighteenth century neared its close, the influence of imported English earthenware was strongly felt and in Holland workshops were established for painting the English cream-colored ware with subjects suitable for Dutch taste. In Germany also, cream-colored wares and steingut in imitation of Wedgwood's production were manufactured at Cassel, Proskau and at other places. During the seventeenth century the "Delft" ware of Holland was a distinctive and decorative ware and its fame spread throughout Europe. When this ware was supplanted by English earthenware it must be conceded that a superior technical product replaced a more artistic ware.

The discovery of porcelain must be attributed to the Chinese potters and Europe can rightfully make no claim to the contrary. At Meissen in Saxony the famous Böttger made a true porcelain from material similar to that used by the Chinese about 1712 and this manufacture was continued in Germany, Austria and even in France. England was the only exception to this and the earliest English porcelains were derived from the French and owed their translucence to the use of glass. This distinctive porcelain, perfected about 1600, is not only the principal kind made in England but its manufacture has been also adopted to a more or less extent in France, Germany, Sweden and in the United States.

From old documets there is some ground for the belief that the earliest European porcelains were made at Venice in 1470 and again in 1519, but the first authentic porcelain was that made in the laboratory of Francesco de'Medici 1575-1585. These early examples show unmistakable influence of the Chinese, and show in their imperfections that the Florentine potters never completely mastered difficulties, as the ware compares but indifferently with the whiteness and translucence of the Chinese, while the glaze is defective.

While the glass porcelains were being developed at St. Cloud, France, Augustus the Strong established an experimental pottery in 1670, importing skilled workmen from Holland. Böttger was the chief chemist and he produced a porcelain similar in excellence to the world-

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renowned Chinese ware, and when this master craftsman died in 1719 he had established in Europe the manufacture of true porcelain. When the importance of Böttger's discovery was recognized, his little pottery and its craftsmen were removed from Dresden to the Albrechtsburg fortress at Meissen, that its manufacture could be conducted with the utmost secrecy. While all workmen were virtually prisoners, now and then one escaped and factories began operation in various cities. Meissen, 1710; Vienna, 1718; Ansbach, 1718; Bayreuth, 1720; St. Petersburg, 1744; Berlin, 1750; Nymphenburg, 1758, and at Ludwigsburg in 1759.

The factory founded at Meissen as the result of Böttger's discovery remained until 1863 and the porcelain manufactured there was known as Dresden porcelain, very likely because Dresden was the seat of the Saxon Court. The secrets were guarded so closely that when Napoleon sent Brongniart to investigate the methods in 1812, The Elector of Saxony was compelled to release Steinhausen, the director, from his oath of secrecy before the latter would confide the secrets of manufacture. This early Meissen porcelain was made from the kaolin found at Sue, near Schneeberg, and the success of the Meissen factory at a later date were due to Höroldt, a colormaker and decorator and to Kandler a sculptor. The fame of Kandler is largely due to the little statuettes and groups of figures and animals which he produced in extraordinary numbers. Modelled flowers were also produced in profusion and Meissen was a notable center of porcelain manufacture until Frederick the Great looted the factory in 1759 and in 1761 during the Seven Years' War and carried away to Berlin models, moulds and many of the workmen.

Porcelain was first made in Vienna in 1718 and while the ware is technically good the styles and decorations were inferior to that produced in France. Wegeli produced the first Berlin porcelain in 1750 and the business was carried on until 1757. Success came when Frederick the Great brought workmen and moulds and materials from Meissen and founded the Royal Berlin Porcelain Manufactory. During the early years of the Nineteenth century down to the Franco-Prussian War in 1870, the Royal Berlin factory merely followed the designs and decorations of Sèvres, but since 1880 it has developed one of the most scientific porcelain manufacturers in Europe and it was here that Seger made his special porcelain, reproducing the finest qualities of Japanese porcelain wares and developing the manufacture of copper-red glazes in imitation of the Chinese.

While Germany and France were developing their own types of porcelain other countries were striving to do likewise and the earliest Dutch factories were started in 1704 at Weesp and afterward at Oude Loosdrecht, and removed to New-Amsterdam in 1782. The best Holland porcelain was, however, made at a factory established at the Hague in 1778. In Denmark porcelain of the German kind was made in Copenhagen in 1731, but the first authentic record is about 1772, when German potters

were imported by King Christian VII in 1779 and the monarch started a royal factory and the success of the venture led to the founding of Bing & Grondhal of Copenhagen. In Sweden the development of Swedish porcelain in the eighteenth century is associated with the factories at Rorstrand and Marieberg, producing two kinds of ware, one a true felspar product like the German, the other a glassy porcelain like the French and decorations were of distinct French character.

Art in Industry

(*Continued from page 76*)

trained in the United States and thirteen in Europe. Most of the decalcomania designers are either foreign born or sons of foreign-born parents. As stated before, only a portion of the work of the designers in two of these establishments is concerned with ceramic design.

The salaries of craft workers range from $7 to $15 a week. The salaries of experienced designers are said to range from $1,400 to $5,000 a year. There would seem to be no general scheme of salary progression in any of the establishments studied. It is reported that designers employed in decalcomania establishments receive from $2,000 to $3,500 or more a year. In only one case is the opinion expressed that the scope of the establishment would be expanded if a larger supply of high-grade designers were available. One representative states, however, that the problem of finding competent designers is a serious one. The representatives of the three decalcomania establishments say that the business of their firms would undoubtedly be expanded if a larger supply of high-grade designers were available.

Training Recommended

Seven establishment representatives expressed views as to the training of designers. These representatives state that the average designer is impractical, unimaginative and uninventive as well as lacking in technical skill and originality. Four representatives believe that the schools should be able to supply the training needed for ceramic designers. Three representatives state that the designer should be trained in the industry and in the school, the two working together. Opinions were expressed that if schools should undertake such training, emphasis should be placed upon a knowledge of historic ornament and period styles and a study of color and decorative design. In addition to this background of artistic culture the school training should develop the requisite technical skill in drawing as well as ability to adapt designs to dinnerware planned for use in specific settings.

Seven representatives state that students should perform commercial work for sale while in school in order to familiarize themselves with the conditions of commercial competition. While it is agreed that it would be beneficial for the student to put in a certain amount of time at regular intervals in the design department of a commercial establishment as part of his training, the opinion was expressed that such a plan would be difficult to arrange on account of the expense involved and the likelihood that such students would go elsewhere when their

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training was completed if they were offered higher salaries.

One representative states that it is difficult to train Americans for the needs of this industry and that in his entire experience he has succeeded in training but one American boy who can hold his own with foreign craftsmen. He attributes this failure to the American's desire for rapid promotion and lack of respect for authority. It is said that girls do not stay in the work long enough to acquire the necessary skill.

The establishment representatives agree that it is necessary for them to assume considerable responsibility for the designer's further training after he has been admitted to the design department. All of the representatives of china establishments feel that evening classes are an important factor in the training of designers, particularly those already employed in the trade. The three representatives of decalcomania establishments feel that evening classes are helpful in giving instruction in drawing, but that it is impossible to give satisfactory instruction in color, which is of primary importance in ceramic lithography in such classes.

Nine designers serving in chinaware establishments were interviewed. Of these, seven believe that the designer for this industry can best be trained in evening art classes, while employed in a pottery; one favors a part-time cooperative system of training, and one states that the student should spend two years in day school and follow this by practical work in an establishment supplemented by evening art-school instruction.

It is felt that the subjects should receive emphasis in the school instruction in order of their importance are: Drawing from objects, casts, nature and life; art appreciation and history of art; the study of color, decorative design, modeling, form. One designer feels that speed should be emphasized throughout. Another feels that much benefit would be derived from making accurate copies of good designs which have been used successfully in china decoration. Four designers believe that students should make designs for the market during the period of school training.

Museum Collections

Seven representatives of china establishments and three representatives of decalcomania establishments expressed opinions as to the value of museum collections. Seven of these express the opinion that collections containing examples of ceramic products arranged historically are the most valuable in the training and development of designers; one states that a library would do just as well; two state that historic collections are too far removed from present-day needs to be of great value even though they may be of interest to designers and might furnish considerable inspiration for new designs. The representatives in favor of museum collections state that reproduction as well as originals should be included. Six believe that present-day artistic products should be shown, while three do not feel that it would be wise to do this as such a practice would cater to the exploitation of fads and fancies and the introduction of unworthy examples of

modern craftsmanship. It is stated that while no existing museum completely fulfills the need of the industry the collections of the Metropolitan Museum are of great value. Ten representatives express the conviction that museums should be open in the evenings.

ART POTTERY

What may be termed art pottery has never reached a large development in the United States. Very few commercial firms make a specialty of such work, which includes vases, lamp bases, jardinieres, sconces, etc. Two widely known producing plants closely connected with art schools—the Rockwood Pottery at Cincinnati and the H. Sophie Newcomb Memorial College for Women at New Orleans—have been working in this field for a number of years with very creditable results. There are besides a number of craft potteries in the United States producing a small product, but, in some instances, one of very interesting and beautiful quality.

Design in art pottery is not so restricted as it is in the field of table china. All-over colored glazes are much used, as are also modeling and incised-pattern effects. The matter of color effects obtainable with glazes is relatively much more important than in the case of table china and some of the most successful work relies entirely for its appeal upon form and glaze. The field is so small that no special comments would seem necessary. It is to be noted, however, that during the last few years very beautiful all-over glaze effects have been developed both in commercial potteries and in some of the craft potteries that have done much to bring this material forward as a decorative element for American homes.

Pottery Manufacturers in India

(*Continued from page 79*)

only the fringe of the numerous articles of glazed pottery that are required for industrial and domestic purposes and are imported from abroad. But the manufacture of all these seems now to be only a question of time. The average value of imported articles totals nearly a crore of rupees per annum.

India possesses the greatest natural resources in raw materials for the manufacture of the different kinds of pottery. As observed by Sir T. Holland, clays of great industrial value exist locally. They include the common or fusible clays used for cheap pottery, finer or vitrifiable clay for glazed earthenware, as well as good fireclay for refractories and China clay, or kaolin, for the manufacture of hard, fire porcelain. No systematic survey of Indian clays has, however, been made as yet, and in the interest of the future development of this great industry this should no longer be postponed.

One of the most important problems now is the provision of skilled labor. Indian potters have, so far, proved their workmanship and have been found quite efficient. With a little training, youths recruited from the middle classes can be turned into foremen. The attention of capitalists and investors should now be directed to the assistance of this important and lucrative key-industry, with the development of which the growth of various other industries is so intimately linked.

STRAUB'S SPECIALTIES

Fancy China

Hand painted lines.
Near hand painted ones.
Open work lines.
Three Crown ware.
etc., etc., etc.

STOCK and IMPORT

Fancy Colored Glassware

Original and unique shapes in good colors.

Peppers and Salts

Imported cut glass and others. Good range of shapes, pattern and caps.

Cut Glass Candlesticks

Full line etc., etc., etc.

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NEW YORK LIMOGES PARIS

New Samples on View

Guerin-Pouyat-Elite, Ltd.

WHITE AND DECORATED CHINA

LIMOGES, FRANCE

SOLE AGENTS

FOR THE UNITED STATES AND CANADA

OF

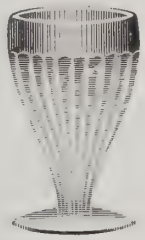
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(BACCARAT GLASSWARE)

— FRANCE —

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— NEW YORK —



Bartlett-Collins Glass Co.

SAPULPA, OKLAHOMA





Manufacturers of

PRESSED AND BLOWN TABLE GLASSWARE



Blown Tumblers, Pressed Soda Fountain Supplies, Cut and Decorated Water Sets, Fish Globes, Display Jars, Lamps, Opal and Decorated Shades.



Located in the mid-continent natural gas field. We are able to secure low freight rates and prompt delivery to the trade in Middle West, Southern and Pacific coast states. Write for catalog.



Perfected Earthenware

For the million and for the millionaire

The Homer Laughlin China Company
Newell, W. Va., and East Liverpool, Ohio



Lamp No. 917

"Royal" Portable Lamps

Gas or Electric

Will be on display during the Pittsburgh Glass Show, at the WILLIAM PENN HOTEL, Room 503

Royal Art Glass Co.

Canal St., New York City

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OFFER SPECIAL BARGAINS FROM STOCK

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of

Glassware

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Will exhibit the factory's Popular Priced Creations for 1923, consisting of Hammered Gold and Silver, Gold Encrustations, Solid Colors and other Artistic Treatments at the

FORT PITT HOTEL, PITTSBURGH

Rooms 242 and 243

From January 8th to 20th

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Tableware Division
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Stemware — Tumblers — Fancyware
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Also Makers of Lippincott "STANDARD OF QUALITY" Lamp Chimneys, Gas & Electric Shades, Lantern Globes, Arc & Street Globes, Oil & Gauge Glasses and Special Mould Work to Precision Limits.

Established 1888.

How Chinese Porcelain is Made





Chinese Porcelain Ware of the Han Dynasty, 206 B. C.

THE Chinese imperial potteries at the time of the empire were located at Kingtecheng, and were established about 1006. The pottery was manufactured for the royal family, but since the revolution the industry has deteriorated and the porcelain now produced is made for high officials at Pekin and for general trade. Kingtecheng depends for its existence on its porcelain industries, in which are engaged approximately 200 firms, 120 pottery kilns, 1,500 art shops and over 2,000 form factories, writes Edwin S. Cunningham, United States consul general at Hankow, to the department of commerce.

Kingtecheng is one of the four largest towns of China. It is a busy industrial city with a population of 300,000. Two-thirds of the people are directly engaged in the manufacture and sale of porcelain and pottery. Historically it dates back to the Han dynasty, 200 A. D. It is during this period that we find the first records of the production of porcelain in China, though earthenware vessels were probably produced some centuries earlier.

Furnaces, warehouses, shops and homes are all crowded together in a hopeless tangle.

Kingtecheng became the pottery center of the country and of the world centuries ago because of the enormous quantities of excellent clay in the district around Poyang lake. Two very descriptive words are used by the Chinese in referring to the composition of porcelain —ch'i ku, or porcelain bone, and ch'i ro, or porcelain flesh. The former gives strength and brittleness, while the latter adds toughness. Unless these clays are mixed in the right proportions the vessels will either sag or crack when placed in the furnace.

After the clays are thoroughly cleansed, sifted and refined, they are kneaded together in varying proportions, usually by the feet, and are then ready for the potter. The wet lump of clay is placed on the stand of the potter's wheel, which is a Chinese invention. After revolving the wheel swiftly with a pole the potter deftly forms a vase, bowl or plate with his hands. The piece is then removed and placed on a long tray in front of the worker, where it awaits the next artisan. Handles and decorations made in moulds are added, and then the whole is scraped smooth and allowed to dry until it becomes ready for the next process—the underglaze decoration. Several basic colors, like blue and red, can be painted on under the glaze. The glaze is next applied in various ways—by dipping, by blowing on with a tube or by sprinkling. After the mark has been added the piece is ready for the furnace.

In Kingtecheng the only fuel used is short pieces of pine wood. Only certain pieces of porcelain can be placed at the top of the kiln. The furnace when full is entirely bricked up and the contents are kept at a temperature of 1,600 to 2,000 degrees Centigrade, usually for a night and a day, after which the kiln is allowed to cool off, and in due time the porcelain is removed. This completes the operation if no decorations other than the underglaze decorations are desired, but if more elaborate colorings are used, further burning in a kiln takes place. In applying other ornamental designs the artist often spends weeks or even months in completing a single piece.

Many women are engaged in various forms of porcelain production, such as painting, engraving and lettering. The apprentice system prevails throughout the industry, as in every trade in China. It was very interesting to note the artistic ability of a number of small boys engaged in painting birds, flowers, fish and bats—the latter being an omen of good fortune. No worker is paid for the number of hours he works; he is paid by the piece or by the job. On the other hand, no artisan must work too long. If a man is found overworking the limit his fellow workers will set upon him and severely beat him.

According to the revenue collector's statement, between $5,000,000 and $6,000,000 worth of porcelain is sold from Kingtecheng every year.

Paperwhite Narcissus Bulbs

Fine Item For Holiday Trade

Per 1000 Bulbs $25.00 F. O. B. New York



F. RYNVELD & SONS, 61 Vesey Street, New York

Round Table Displays for Gift Wares

By Beatrice Miller Wisner

PERHAPS if the Knights of the Round Table could see their precious type of furniture handed down to posterity as a display and sales counter, they might feel it a desecration to that historic attribute of their hostelry.

However, the round table has proven so desirable from a sales point of view, that every Gift Shop recognizes this item a most important part of shop equipment for featuring novelties to entice the busy shopper.

The elements of the round table are so conducive to every mode of arrangement of glassware, porcelain, lamps and small objects, that it has been selected as the best method for exhibition purposes. In fact, the circular table is the most popular shop fixture counter display, because of its easy approach on all sides, which enables the customer to view goods from every angle.

Many shops make the round table the nucleus of attraction, by placing the articles carefully selected and arranged so as to give the shopper an opportunity to see each item at close range. The round table is infinitely better than the glass covered counter, and most shops plan a conspicuous showing of goods arranging them in an unique and novel manner. For instance, one shop made the following arrangement a most striking feature: In the center of the table was placed a large vase and around it candlesticks, next in order bowls, and on the outer edge odd cups and saucers and smaller articles.



Special Gifts for Round Table Display

In featuring this type of table, it is well to keep to the pyramid style in decoration, as this allows every object fair play, even at a distance, giving the approaching customer a good view of single objects at long range.

To intensify the pyramid arrangement, one shop employed three separate graduating circular shelves, placing one above the other in the center of the tables. The top shelf was devoted to Chinese wares, the second to Japanese and at the bottom to Czecho-Slovakian ware. The oriental colors produced a most brilliant and bewitching effect. The objects, brought in full sight on the several shelf-tiers, allowed of special notice, and the passer was at once detained by this extremely conspicuous display.

Round tables placed in rows through the center of the shop, or formed in triangles with an opening at each point ot allow the customer to make a détour of the various tables employed, makes an unresisting and novel placement.

Another very attractive method of using the round table for glassware decoration was conceived in this manner. White, and five colors were used: Red, green, blue, amethyst and amber. The top of the table was divided into five equal parts, each color with the white occupying a separate space. Beginning at the center of the tables, with smaller objects and broadening out to the outer edge with larger items. This made almost a perfect star of color and was an alluring and unique form of decoration. With glassware this manner of ensemble can be carried out to a degree of beauty seldom accomplished with any other ware, and many prismatic designs might be assembled employing this method of using varied colors. Red, white and blue might be characterized with great success. The holidays give ample scope for the use of reds, greens and white, assuring a most seasonable decorative scheme.

In the case where many tables are employed, each color might occupy a solitary table, arranged so as to form a circle of colors, this would make a most dazzling effect, and would naturally be a beacon signal to the unwilling shopper.

The round table has so many commercial advantages for Gift Shops, that the manager of the shop has only to exercise personality and originality in ensemble. Let the magic circle allure, persuade and hold fast its captives through its own compelling and dominant features.

To Our Patrons:

We extend to you a cordial invitation to visit our display at the Fort Pitt Hotel, in the Assembly Room, during the Pittsburgh Glass Exhibit, commencing January 8th, 1923.

We will have a large line of attractive new items at prices which will interest both the dealer and the jobber.

In charge of C. H. WEST, R. B. REINECK, W. E. POMEROY, F. O. PEACOCK

WESTMORELAND SPECIALTY COMPANY

Grapeville, Pa.



2109 12 oz. Ice Tea—Cut 1145

A Sensation in New

LIGHT CUTTINGS

OUR NEW

BLOWN TUMBLER FACTORY

Mfg. Tumblers, Ice Teas and Grape Juice sets—plain and cut, is now in full operation. Also manufacturers of pressed and blown Jugs, Tableware, Hotel, Soda Fountain, Stationers and Druggists' Glassware.

WILL BE ON DISPLAY, ROOM 716
FORT PITT HOTEL, PITTSBURGH

JANUARY 8th to 27th

Paden City Glass Mfg. Co.

PADEN CITY, W. VA.

Representatives:

D. King Irwin, 200 Fifth Ave., New York
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Himmelstern Bros., San Francisco
Butcher & Jones, Chicago, Ill.
U. S. Crockery & Glass Exchange, Inc., Phila.
Bubar & Co., Fort Worth, Texas
H. P. & H. F. Hunt, Boston, Mass.
Barsback, Maloney & Co., Denver, Colo.
E. S. Pease Co., 700 Main St., Buffalo

See All the New Wares
First in Pittsburgh

FORTY-THIRD ANNUAL
PITTSBURGH GLASS EXHIBIT

Buyers will find in Pittsburgh in January, beginning January 8, the most comprehensive displays to be seen in 1923 of glassware for table, home and kitchen use—both utilitarian and decorative. More lines will be exhibited than ever before at the Fort Pitt Hotel.

Glassware manufacturers have made extensive plans for their displays at the Pittsburgh Exhibit in January at which buyers and retailers will have opportunity of seeing the new wares for 1923 for the first time. None can afford to miss it.

See the Displays of These Manufacturers:

Bartlett-Collins Glass Co., Sapulpa, Okla.
Beaver Valley Glass Co., Rochester, Pa.
Belmont Tumbler Co., Bellaire, O.
Bryce Bros. Co., Mt. Pleasant, Pa.
The Cambridge Glass Co., Cambridge, O.
Consolidated Lamp & Glass Co., Coraopolis, Pa.
Co-Operative Flint Glass Co., Beaver Falls, Pa.
Diamond Glass-Ware Co., Indiana, Pa.
Dunbar Flint Glass Co., Dunbar, W. Va.
The Duncan & Miller Glass Co., Washington, Pa.
Economy Tumbler Co., Morgantown, W. Va.
Federal Glass Co., Columbus, O.
Fenton Art Glass Co., Williamstown, W. Va.
H. C. Fry Glass Co., Rochester, Pa.
Hazel-Atlas Glass Co., Wheeling, W. Va.
A. H. Heisey & Co., Newark, O.
Hocking Glass Co., Lancaster, O.
Huntington Tumbler Co., Huntington, W. Va.
Indiana Glass Co., Dunkirk, Indiana.
Jeannette Glass Co., Jeannette, Pa.
D. C. Jenkins Glass Co., Kokomo, Ind.
Lancaster Glass Co., Lancaster, O.
Libbey Glass Manufacturing Co., Toledo, O.
Lippincott Glass Co., Alexandria, Ind.
McKee Glass Co., Jeannette, Pa.
Maryland Glass Co., Cumberland, Md.
Monongah Glass Co., Fairmont, W. Va.
Mound City Glass Co., Lumberport, W. Va.
New Martinsville Glass Mfg. Co., New Martinsville, W. Va.
Paden City Glass Mfg. Co., Paden City, W. Va.
Phoenix Glass Co., Monaca, Pa.
Pittsburgh Lamp, Brass & Glass Co., Pittsburgh, Pa.
Potomac Glass Co., Cumberland, Md.
L. E. Smith Glass Co., Mt. Pleasant, Pa.
United States Glass Co., Pittsburgh, Pa.
Utility Glass Co., Lonaconing, Md.
Westmoreland Specialty Co., Grapeville, Pa.

Associated Glass Manufacturers of the United States

"BE IN PITTSBURGH IN JANUARY"



HARMONY untangles, pacifies, regulates, enlightens and uplifts—it sweetens the task and mellows the day's work.

Harmony of purpose and action is essential to highest efficiency in any organzation.

If we keep our hands in harmony with our heads and our heads in harmony with our hearts we will keep in perfect harmony with ourselves, for the hearts of all men are mostly good.



EDMONDSON WARRIN

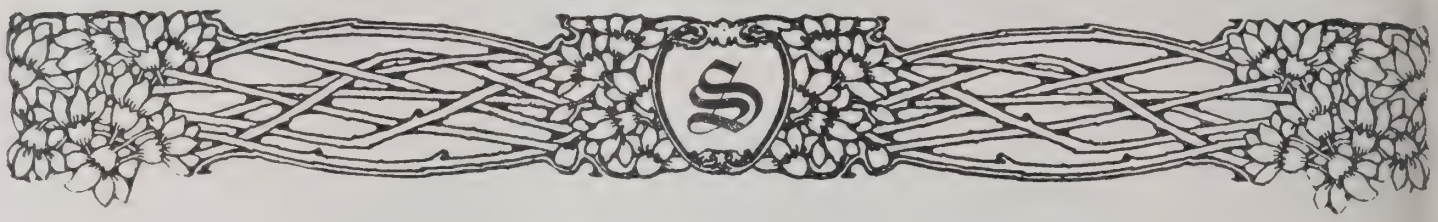
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Decorator of China and Glass

Tableware Stemware Novelties

Encrusted gold borders in various widths on French China and Belgian Glass — Complete sets out of stock

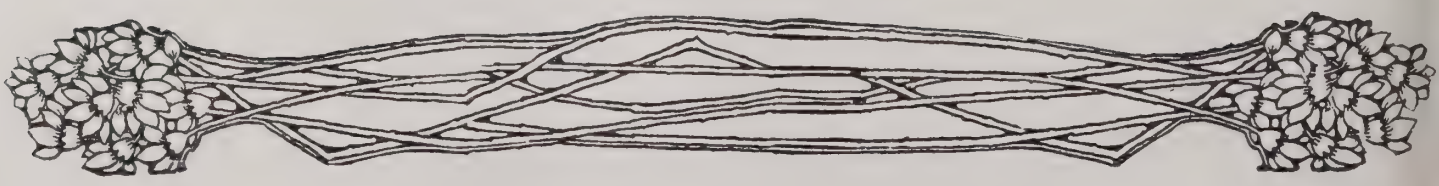
Several Decorated Glass Novelty Lines for Immediate Shipment



WE cordially invite you to visit our display
at the
FORT PITT HOTEL
PITTSBURGH, PA.
During the January Show
and inspect our new dinnerware

Fifteen New and Distinctive Patterns will be shown on a shape that is "different."

THE SEBRING POTTERY CO.
Sebring, Ohio
Charles L. Sebring, *President*



Big Pittsburgh Show Forecasted

Growing Reservation List of Exhibitors Assures Array of Pottery, Glass, Lamp, and Housefurnishing Wares

REPORTS received by the organizing committee of the Associated Glass Manufacturers of the United States indicate that more buyers than ever are going to attend the Pittsburgh Exhibit which will open on January 8. Reservations already have been made by a large number of buyers from all sections of the country, including newcomers as well as those who have attended many Pittsburgh Exhibits in the past. Buyers are being attracted by the fact that it will be the first display of the year for the new wares of 1923 and by the fact that many manufacturers will be represented in Pittsburgh who will not display elsewhere. More than ever in the past few years the exhibits of glass and pottery manufacturers have been concentrated in the Fort Pitt Hotel.

To Entertain Buyers

The lively interest being displayed in the Pittsburgh Exhibit by buyers has been pleasing to the organizing committee of the glass manufacturers. It is planned to offer visitors every convenience and means of information about the exhibits and a committee will be ready to give any assistance that may be needed in helping buyers make the best use of their time. The various exhibitors will be able to fill nearly all needs of the great majority of department heads and retail and wholesale dealers in the allied wares.

During the Exhibit, the Western Glass & Pottery Association, which is composed of buyers, manufacturers, salesmen and others in the allied trades will hold its annual banquet. This is the entertainment feature of the Pittsburgh Exhibit and is attended by more than 400 of those interested in the allied trades. Many manufacturers have arranged to have buyers attend the banquet as their guests. The banquet will be held on Monday, January 15.

Indications are that there will be shown for the first time in Pittsburgh several new dinnerware shapes and a score or more distinctive new lines of glassware. Art potteries also will have new offerings and glass and china decorators promise to have some new ideas for buyers.

The following representative list of firms will exhibit at the show:

FORT PITT HOTEL

LOBBY FLOOR

L. D. Bloch & Co., New York City.....Rose Room
H. C. Fry Glass Co., Rochester, Pa.....Annex

FIRST FLOOR

D. C. Jenkins Glass Co., Kokomo, Ind.....123, 128
Bryce Bros. Co., Mt. Pleasant, Pa.....129
Co-Operative Flint Glass Co., Beaver Falls, Pa.....136, 137
Westmoreland Specialty Co., Grapeville, Pa.
Assembly Room, 139, 140

SECOND FLOOR

Fisher, Bruce & Co., Phila., Pa.....239
Susquehanna Cut Glass Co., New York City.....240, 241, 294
Penn Cut Glas Co., New York City.....242, 243

THIRD FLOOR

Sherwood Bros. Co., New Brighton, Pa.....339
McKenna Bros. Sales Corp., New York City.....340, 341
Paden City Pottery Co., Paden City, W. Va.....342
David L. & Chas. L. Wise, New York City.....343, 344, 385

FOURTH FLOOR

Gordon Glass Co., Rochester, N. Y.....439, 440
Mitchell Woodbury Co., Boston, Mass.....441, 442
Koscherak Bros., New York City.....443, 444
Iona Cut Glass Works, Philadelphia.....485

FIFTH FLOOR

Brown-Reddrop Co., Cleveland, O.....539, 540
Bonita Art Glass Co., Wheeling, W. Va.....541, 542
Overseas Import Co., New York City.....543
Louis Levien Cut Glass Co., New York City.....544

SIXTH FLOOR

United Novelty Co., New York City.....621
Hirsch-Malgood Co., Inc., New York City.....634, 635, 636, 637
S. A. Weller Co., Zanesville, Ohio.....639
The American Clay Products Co., Zanesville, Ohio.....640
The Crooksville China Co., Crooksville, Ohio.....642
The Fenton Art Glass Co., Williamstown, W. Va.....643
The Belmont Tumbler Co., Bellaire, Ohio.....673
The Vodrey Pottery Co., E. Liverpool, Ohio.....676
Hopewell China Corp., Hopewell, Va.....678
The Maryland Gl. Co., Cumberland, Md.....684
L. E. Smith Glass Co., Mt. Pleasant, Pa.....685
H. R. Wylie China Co., Huntington, W. Va.....690
The Zane Pottery Co., S. Zanesville, O.....691
Monongah Glass Co., Fairmont, W. Va.....692
The Federal Glass Co., Columbus, Ohio.....694
The Sebring Pottery Co., Sebring, Ohio.....696
The Lipincott Glass Co., Alexandria, Ind.....697

SEVENTH FLOOR

H. Northwood Co., Wheeling, W. Va.....700
Central Glass Works, Wheeling, W. Va.....702
Diamond Glass Ware Co., Indiana, Pa.....704
The Lancaster Gl. Co., Lancaster, Ohio.....706
Indiana Glass Co., Dunkirk, Ind.....708, 710
New Martinsville Glass Mfg. Co., New Martinsville, W. Va.
712, 714
Paden City Glass Mfg. Co., Paden City, W. Va.....716
The Steubenville Pottery Co., Steubenville, Ohio.....718
The Hall China Co., E. Liverpool, Ohio.....720, 722
Hazel-Atlas Glass Co., Wheeling, W. Va.....724
The Brush-McCoy Pottery Co., Zanesville Ohio.....726
The Cambridge Glass Co., Cambridge, Ohio.....728
The Carrollton Pottery Co., Carrollton, Ohio.....739, 773
Economy Tumbler Co., Morgantown, W. Va.....740
A. H. Heisey & Co., Newark, Ohio.....742
McKee Glass Co., Jeanette, Pa.....743, 797
West End Pottery Co., E. Liverpool, Ohio.....776
The Duncan & Miller Glass Co., Washington, Pa.....778
Pgh. Lamp Brass & Glass Co., Chamber of Commerce Bldg., Pgh.....780
The Mayer China Co., Beaver Falls, Pa.....784
Phoenix Glass Co., Monaca, Pa.....785
The Bartlett-Collins Glass Co., Sapulpa, Okla.....788
The Hocking Glass Co., Lancaster, Ohio.....792
Mound City Glass Co., Lumberport, W. Va.....794
The Potomac Glass Co., Cumberland, Md.....796

EIGHTH FLOOR

The National China Co., Salineville, O.....838, 839
Wheeling Decorating Co., Wheeling, W. Va.....840, 872
Quaker City Cut Glass Co., Jermyn, Pa.....841
Camden City Cut Glass Co., Camden, N. J.....842, 843
Jeannette Glass Co., Jeannette, Pa.....844
Geo. F. Basset & Co., Inc., New York City.....885

NINTH FLOOR

Kinney & Levan Co., Cleveland, Ohio.....972
John J. Hines, New York City.....939, 940, 941
Frontier Cut Glass Co., Buffalo, N. Y.....942
The Geo. H. Bowman Co., Cleveland, Ohio.....943, 944

TENTH FLOOR

Empire Cut Glass Co., Flemington, N. J.....1038, 1072, 1039
Ernest Wolf, Inc., Chicago, Ill.....1040
The Phila. Cut Glass Co., Philadelphia, Pa.....1041, 1042
Fischer Cut Gl. Co., Atco, N. J.....1043, 1044

(*Continued on page* 243)

Credit Bureau Saves Store Losses

(Continued from page 140)

clearance is received, the revision being made without additional charge to the inquiring member.

Among the other advantages offered to credit men by the Bureau is the fact that references are cleared on practically a twenty-four-hour basis. Reference inquiries are gathered from subscribers and the desired information returned, as fast as collated, by runners from the bureau. This part of the service is operated on a regular schedule and reduces the expense to subscribers for their own messengers.

In addition to the features outlined, the charge for the service of the bureau, which may be enjoyed only by active members of the association, is less than the cost of clearing references under the former inadequate individual system. This economy, moreover, does not take into consideration the elimination of bad debt risks and losses on accounts which, except for the warning received, would have been changed to profit and loss.

Mr. Connolly went on to outline the special service of the Bureau that is rendered to merchants who sell things on the instalment plan. This service covers dealers in furniture, musical instruments, phonographs, books, jewelry, and other merchandise sold on the part payment plan.

This service is rendered by the Instalment Division of the Bureau, which began functioning on July 1 last, he continued. In the files of this division of the bureau are many thousand cards giving derogatory information concerning buyers of things on instalments, and they constitute one of the finest safeguards for merchants in that line that has ever been devised. Before it began operating it was very easy for a family with an income of, say, $35 a week, to contract for several hundred dollars' worth of furniture, a piano, a set of books and a diamond ring or two at the same time. Then the furniture man did not know about the piano purchase and the book man knew nothing of the diamond ring. Now they all know at once, if they are subscribers, and are saving money, time and trouble.

How a 60-Year-Old Store Has Grown

(Continued from page 129)

carelessness comes to the attention of the executives. Any employee who is consistently careless is dismissed. But if it is found that the errors are due to a lack of training, then the requisite training is given. If the error is due to bad arrangements or bad management, then the arrangements and the management are studied by the planning department.

Delivery Service

Employees have to be checked up if they are to do their best work, and it is probably due more to the supervision of complaints than to any other cause that the average amount of work done by the employee has increased. We carry out the same idea with our delivery. It is expensive to deliver, but necessary. That store that does not have a proper delivery system is handicapped and the store that does have an accurately functioning one can easily turn it into a good-will asset which probably more than covers the outlay. We want our delivery to be the peer of any in the city, and just as we shop around for price comparison purposes, so every month we send out people to make purchases in our own store and in a number of other stores, all at approximately the same time to be sent to the same addresses and then see which order is delivered first. If our own is not the first delivery, then we conduct an investigation. I do not believe that the individual power of delivery men has ever been fully developed. I believe that through keeping the equipment in the very best running order we get a much higher percentage of deliveries per wagon at a lower cost. One of our devices for keeping equipment in shape is to have a parade on the first Monday in May each year. This makes it certain that every wagon will be in tip-top shape at least once a year.

But now we are going further than this and have lately developed a task and bonus system for delivery men which, although it has not been finally introduced, promises considerably to reduce our costs and at the same time increase wages. The suggestion for this innovation came from the drivers themselves.

In every division of the work we are carrying forward this idea of studying arrangements so that everyone connected with us can earn more money through doing more work. And higher wages paid for these reasons mean lower costs. It is all in the direction of developing toward more scientific business—toward setting up professional standards.

And I cannot see how anyone who will not take business as a science can expect to prosper.

Are Retail Prices Too High?

(Continued from page 105)

If one store specializes on lunches that show no real profit, other stores must follow or see their sales decline.

The cost of retailing is thus stated to be due largely to the consumers themselves. They demand a certain kind of service and pay for it. As the wholesaler is making no special onslaugh upon the practices of the large department stores, he answers this sort of talk by saying that small convenience shops do not have costly delivery system, heavy advertising bills, radio and lunch departmens, nor many other things that tend to increase the ratio of cost to turnover.

Functions of Distributors

There has been some discussion of the phases of the question arising from the legitimate function of a retailer. The wholesaler contends that he is expected to assist in distributing goods. In the nature of things he cannot be wholly an independent entity in business. There is always an interlocking or credit the jobber must recognize. whether it comes in the form of extensions of credit, or permission to exceed buying limits to accommodate immediate possibilities of trade.

The Strike As Manufacturers View It

Important Phases of Situation Leading to Settlement of Strike Discussed by Prominent Member of Potters' Association

By Frank P. Judge, Jr.
President United States Potters' Association

NOW that the strike is over and the workers have returned a good deal of interest is in evidence in the trade regarding the question of a new wage agreement which will be brought up for discussion when the joint wage conference meets in Atlantic City on December 18. In this summary of the outstanding points involving the differences between employers and employes, Mr. Judge of the National China Co. clearly presents the important phases of the situation.

Midnight, September 30, 1922, terminated the 1922 wage agreement of the National Brotherhood of Operative Potters and the United States Potters' Association inasmuch as the conference committee of the Brotherhood and the labor committee of the Potters' Association failed to agree upon a new wage agreement after discussing the matter for the greater part of a week at their conference in the Statler Hotel, Cleveland, Ohio, last August.



Frank P. Judge, Jr.

The stand taken by the conference committee of the Brotherhood was that the last wage reduction of 7 per cent was unwarranted, that the condition of business at the time of the conference and the favorable outlook together with the cost of living ascending justified their demanding the return of the last wage reduction. Our labor committee, through its chairman, W. E. Wells, informed the representatives of the Brotherhood that the first thought in the minds of the labor committee was to be fair and just to all concerned in the matter. In view of the fact that our employes had not suffered such drastic reductions in wages as obtained in many other principal industries of this country, also that wages being paid in accordance with the 1922 agreement were just about (on an average) the highest being paid to any labor in the United States and that any increases if granted would by force of circumstances advance our selling prices. This we did not want to do as we felt it would be difficult in the face of steadily increasing importations and the demands of the buyer for lower prices. In opposing any wage increase we had the best interests of our industry at heart and our refusal was not only to protect the manufacturer but the welfare of our employes as well.

Not wanting to assume the responsibility for a new wage agreement that did not carry an increase in wages the conference committee decided that they would refer the proposed agreement back to the members of the Brotherhood for approval or rejection. This was done and by a vote of 2,731 to 1,038, a total of 3,769 (54 per cent of the Brotherhood's membership) out of a membership of approximately 7,000, the proposed agreement was rejected by a majority of 219 votes over the necessary two-thirds vote on a proposition such as this. There are about 17,000 employes in our potteries and the vote of 22 plus per cent of all employes was responsible for the closing of our potteries, as the members of the National Brotherhood of Operative Potters were ordered by their officials to quit their benches at the close of working hours on Saturday, September 30. This break in contractural relations between the two bodies is the first one in twenty-eight years of friendly dealings together.

The manufacturers were sincere in the stand taken by their labor committee and when the strike notices were sent out they set to work getting their factories in shape for a shutdown of an indefinite period. This was at a time when everyone was exerting every energy to fill the orders placed for delivery to take care of the Thanksgiving and Christmas trade and by reason of the strike, merchants throughout the country suffered loss and disappointment by not having their orders for dinnerware filled as planned. There never before was a time in the history of the American potter when so much attention was paid to producing wares of high quality and at minimum prices as when this strike was called and it is to be regretted that this quality ware has been denied the buyer and that he has been forced into other channels to have his wants temporarily taken care of. Numerous buyers have expressed themselves in support of the action of the manufacturer who feels that no word of reproach

(*Continued on page* 199)

Why Some Salesmen Fizzle

(*Continued from page* 151)

books—even first-class books, reasonable in price and on very easy terms—was not to their taste. They could see no chance in what one of the fellows called 'a jinxed job,' even when I demonstrated with documentary evidence that many men on our staff were earning excellent pay.

"Well, I went to work with the one-fifth—to be exact, twenty-eight men—that remained to prove their mettle. Within three weeks, one after another of these 'hopefuls' vanished, beaten before they had begun, leaving me with two lively chicks out of the whole brood, that got out and scratched and found the pickings good.

"Talk about your mortality tables! two actual workers out of one hundred and fifty candidates! Which would seem to indicate that the last thing in the world that a white-collar man wants to become is a book-agent, in spite of all inducements and 'leads.' Nevertheless, there is one phase of our business that compels me to believe that men of earnestness and ability can always make good at this game. When times are hard, and men have no chance to pick and choose their jobs, there is a noticeable improvement in the grade of salesmen that we get into our ranks, and because of these recruits, our business maintains a high level of sales during the slumps.

"I think it is a sufficient commentary on the present sad state of salesmanship that prizes have to be offered by the home office to stimulate salesmen into necessary activity! There are no prizes offered in other lines of honest endeavor that I know of. But manufacturers and jobbers grow desperate at the economic waste of inefficient salesmen."

To the sales manager of a big oil company, the one cause of greatest failure in salesmen was that they had to be their own bosses on the road, and that not one man in fifty can stand that test.

"Lack of discipline is at the bottom of the majority of failures, in my experience," he said. "By discipline, I do not of course mean enforced motions under the eye of a superior. I mean one's own self-command. A salesman off on the road feels more or less of a free agent. He can do pretty much as he pleases. There is no check on him and he is continually tempted to be lax. It is easy to form expensive habits—luxurious hotels, high-priced foods, parlor cars, and entertainment in many forms. I think it is true that salesmen question instructions more often and persistently than anyone else in business. But the successful salesman must keep a check on himself. Provided he has all the desirable qualities without this factor of discipline the salesman is apt to come to grief, and so insidious is the process of demoralization that he is often unaware of it and is utterly astounded at the final catastrophe.

"Here is an example that speaks for itself. Last year I was in a town of some 20,000 inhabitants. I had been talking to the proprietors of the ten stores there that sold lubricating oil. The weather was cold and wet—a thoroughly nasty day. I had been on a little tour of investigation. The ten proprietors of the stores were willing, even anxious, to talk to somebody. They readily recounted their experiences. Among other things I asked them about salesmen—how many called on them in a month and what they were like in general.

"Well, the consensus of opinion among the ten was the same, though I interviewed them separately. I learned that between forty and fifty salesmen called on them regularly, but only two were remembered by name, and they were the two who sold the ten buyers! The other salesmen were just like so many shadows coming and going. Mulling it over, I went to the principal hotel in the town. While sitting in the lobby I overheard two men exchanging comments. They were oil salesmen and had recently blown in.

"'Ain't business rotten?' said one.

"'Dead, absolutely dead,' said the other. 'Prices are all wrong.'

"'Rotten weather, too!' remarked Number One.

"'No use calling on anybody this kind of a day,' growled Number Two.

"'You said it.' agreed Number One.

"There they sat, chewing over the impossibility of doing any business, yet there were ten oil customers in that town longing for someone to call in and chat with them, and perhaps get an order if it was properly broached! For curiosity's sake, I looked at the hotel register to see if either salesman bore the name of one of the two salesmen remembered by all ten oil customers. Of course not!"

The Handicap of Fear

On consulting an executive of another manufacturer, he thought that the besetting sin of the average salesman was his fear. His fear was a millstone around his neck. He was afraid he could not make a sale every time he attempted one. Particularly was this so with new prospects. This self-doubt he entertained either in his face, manner of tone, or at the back of his head, and it naturally registered upon the consciousness of the buyer with unfavorable results. "Of course, some salesmen have too much cheek and effrontery to get very far," said this critic, "but I think they are happily in the minority among the better class men. But the better class, on the other hand, are often too timid. They have a sort of stage-fright every time they interview a new prospect.

"Aside from the potent enemy of fear—a positive enemy—he has a negative one, perhaps more injurious, in his lack of knowledge of the tangible and intangible thing he sells. I believe that the difference between an order-taker and a real salesman is knowledge of himself and his proposition. 'Pep' is getting somewhat worn, and knowledge is demanded by the men who buy. Less effervescence and more facts is the order of the present day. Then, too, I think that salesmen frequently try to sell something they are unfitted by nature or inclination to handle. And, I may add, this can be a large factor in fear. A man selling machinery, for instance, might take little or no real interest in machinery, and that works against him. A line of furniture might suit him better. I know a salesman that batted about without success in a

(*Continued on page* 242)

1922 - - 1923

China (Translucent)
DINNER-WARE
WHITE AND DECORATED
VITRIFIED HOTEL CHINA
ROLLED EDGE
¼ Thick · ½ Thick
WHITE AND DECORATED
HARD (HOTEL) PORCELAIN
ROLLED EDGE AND THICK
WHITE AND DECORATED

HARD (DINNER-WARE)
PORCELAIN
WHITE AND DECORATED
LEAD BLOWN GLASS
PLAIN OR OPTIC
All Sizes and Shapes
STEMWARE AND TUMBLERS
DECORATIONS
NEEDLE ETCHED PLATE ETCHED
PEN ETCHED LIGHT CUTTINGS

GUARANTEED
IRIDESCENT LUSTRES AND COIN GOLD

STERLING SILVER
CANDLESTICKS VASES
SHERBETS PARFEITS
SALT AND PEPPER SHAKERS

SILVER (PLATED) WARE
BREAD TRAYS
FRUIT BASKETS CAKE COMPOTES
COMPORTS AND VASES

DUTCH FINISH
CANDLESTICKS BREAD TRAYS
BOUDOIR LAMPS

BUSINESS BOOSTERS
WE WILL SELL CERTAIN ITEMS IN EACH OF OUR LINES
AT
REDUCED PRICES
FOR
SPECIAL SALES
GET YOUR SHARE

H-A-MARSHALL INC.
200 Fifth Ave New York

Early American Ceramic Art

(*Continued from page 73*)

artistic and bear a close resemblance to the Irish Beleek ware. The Hampshire Pottery, Keene, N. H., established in 1871, manufactured red ware and stoneware and later produced majolica extensively. Many new and graceful art shapes were produced here with new and attractive decorations. The ware is white and with opaque body, covered with various effective glazes. The "Witch Jug" was made here.

The Kendalls established one of the first potteries in Cincinnati, producing the first stoneware, yellow and Rockingham in this vicinity, giving up the business in 1850. Tempest, Brockmann & Co. began the manufacture of common ware in Cincinnati in 1862 and in 1871 produced white ware. Later the name was changed to The Brockmann Pottery Co., and much excellent cream-colored, white granite and decorated wares produced.

In 1875 a number of women interested in china painting met at Cincinnati School of Design, which was directed by Ben. Pitman, and from this beginning the decorative pottery movement started. In 1879 Miss M. Louise McLaughlin and other decorators formed the Pottery Club, which became an important factor in the development of the ceramic art in Cincinnati. The decorated pieces of Miss McLaughlin, Mrs. Nichols, Clara Newton and Mrs. Plimpton are distinctly beautiful.

In 1880, Mrs. Longworth Nichols established the famous Rockwood Pottery, where a specialty was made of commercial table and household wares. The body of this ware was a compromise between cream-colored and white granite wares and breakfast and dinner sets, vases and fancy pieces were manufactured in considerable quantity. While this commercial ware was being produced, Mrs. Nichols produced much artistic ware on the Japanese order, and the table ware was gradually abandoned for the more decorative wares. In 1879 The Cincinnati Art Pottery was established. For some time underglaze work was specialized in and later barbotine ware was produced, then followed the "Hungarian faience" and the "Portland blue faience." Ware of much distinctive variety was made and continued until 1893, when the pottery was closed.

For a number of years John Bennett, formerly with Doulton & Co., England, made decorated faience under the glaze in New York City, and at Tarrytown, N. Y. Odell & Booth started a pottery in 1878 and produced majolica and faience, decorated under the glaze. Later this pottery was taken over by the Owen Tile Co. The Wheeling Pottery Co., Wheeling, W. Va., was organized in 1879 and produced white granite ware, plain and decorated. Several years later this pottery was merged with the La Belle Pottery. The "Cameo" china and mazarine blue and white wares are distinctive products of the original establishment. Edward Pearson, who developed the Wheeling Pottery, went to East Liverpool in 1873 to make experiments in white ware at the plant of Knowles, Taylor & Knowles. These experiments proved highly successful and resulted in a partnership being formed between Edward Pearson, Homer and Shakespeare Laughlin. Mr. Pearson also planned several potteries in East Liverpool and then returned to Wheeling.

The history of the development of the ceramic art in the United States is replete with many names who, by their devotion to the potter's art, have contributed each their part to perfect American wares and firmly lay the foundations for the establishment of a great and rapidly growing industry. Lack of space prevents the mention of but a comparatively few in this brief outline of pottery in America, and only the earlier pioneers in pottery production.

A Boost for More Charge Accounts

With the idea of aiding retailers in increasing their credit customers, the Retail Credit Men's Business Bureau, Detroit, have issued an attractive and informative booklet on "The Advantage of a Charge Account," which is available for stores to mail to prospective charge customers.

The booklet, written by L. Stewart Garrick, vice-president of the Associated Retail Credit Men of Detroit, contains eight pages of text. Inserts of four additional pages may also be obtained, for the store to include a personal message. It is the purpose of the booklet to furnish retailers with a convenient form of publicity by which the public may be made acquainted with the many advantages of charge accounts. Over 150,000 copies are now in circulation, and are furnished by the Bureau for 3½ cents per copy in lots of one to five thousand, with space on the cover for printing the name and address of the store.

We're a Nation of "Counter Jumpers," Says Ad Man

America is "a nation of counter-jumpers," according to William G. Shepherd of *Collier's Weekly*, who recently addressed the annual convention of the Association of National Advertisers, held at Atlantic City.

"The man power of the United States is about 30,000,000, and 10 per cent of this is behind counters," said Mr. Shepherd. "Nearly two-thirds of the 3,000,000 men and women behind counters are engaged in selling food and clothing. For every three farmers in the United States there is some one behind a counter. For every four workmen in the factories of the United States there is a store clerk or a store manager or a store owner waiting to sell what the workmen produce.

"Advertising will help the consumer establish real business relations with the retailer," he went on. "It will help him or her to make the choice between the retailer who is really a public functionary rather than a bandit living on the community. Advertising will teach the public that one good store conducted by a retailer who has a sense of public service is better than a half-dozen dub stores that only light up the sidewalk at the expense of the consumers."

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

AFTER being away for a month on a trip to Cuba and Florida, Eugene Peck, New York manager for the Phoenix Glass Co., returned to New York last ednesday feeling very much refreshed from his vaca- n. A new experience for both he and Mrs. Peck, who companied him, was a trip by hydroplane from Havana Key West, a distance of ninety miles, which they made one hour and twenty minutes. Mr. Peck was not overly thusiastic over this part of his journey and said that he d not think he would ever want to repeat it.

Eugene Saison, traveling representative for Vogt & ose, returned last week from an extended western tour the interests of the concern, and will rest up over the lidays in preparation for an active year ahead. He und business in almost every instance decidedly im- oved.

Charles J. Dela Croix, of Dela Croix & Wilcken, at- nded the first annual conference of the representatives the H. E. Rainaud Co., held at the factory in Meriden, nn., last week.

Ernest W. Merrill, buyer for the New England Furni- re and Carpet Co., Minneapolis, will have the sympathy his many friends in the trade in the recent death of s mother, which occurred at her home in the above city the age of seventy-four years. She had been ill for me time.

D. A. Taylor, vice-president and treasurer of the H. orthwood Co., Wheeling, W. Va., spent several days in ew York last week on one of his infrequent trips here r the purpose of consulting with the factory's local presentatives, De'a Croix & Wilcken.

James J. Temple, American manager for L. Bernard- d & Co., returned last Wednesday after completing a o months' western trip, which took him as far as Kan- s City. He reported all the stores in this section as ing an unusually gratifying holiday business and as a sult of their heavy sales, he expects to see the buyers in e market early in the new year to place orders to fill their depleted stocks.

Louis Wolf & Co. Plan Active Year

Louis Wolf & Co., the well-known importing house, 8 Fourth Ave., are making preparations for a very tive year in 1923. January 1st will mark the complete sumption of their import business in full lines of fancy ina and staple chinaware, both for stock and import. heir full lines will be ready and on view at the sales- rooms both in New York and in Boston, at 102 Pearl St., January 15th. Their lines have an established reputation for quality and attractive prices and their new samples undoubtedly will attract considerable attention among the buyers. In addition to their lines of china, they will of course have their usual comprehensive display of toys and dolls.

Clarke To Go With B. Tomby, Inc.

Harry S. Clarke, one of the best known china salesmen in the business, with a record of years of highly successful selling experience back of him, has been engaged by B. Tomby, Inc., 9-11 East 47th Street, the well known importing firm, to go with them as sales manager, a position which he is unusually well qualified to fill.

He will assume his duties with the firm on January 1.

His many friends on the road will be glad to learn that he will also continue to travel, making at least two trips a year, in addition to a yearly trip to the factories in Europe.

Mr. Clarke has traveled for several years past in the interest of A. J. Fondeville & Co., and prior to this was for several years with Graham & Zenger.

Silberman Buys Plateaux Business

Louis J. Silberman, for several years past associated with the National Mirror Plateaux Co., 311 Broadway, as assistant in the managerial as well as the sales end of the business, has bought out the interest of both Abraham Ash and G. Halpern and from January 1st will conduct the concern under his exclusive ownership and management. During Mr. Silberman's connection with the business, he has become well known and very well liked in the trade and his many friends will wish him every possible success in taking over this old established concern, which is one of the largest firms manufacturing mirror plateaux in the business.

To Hold Western Banquet January 15

The annual banquet of the Western Glass and Pottery Association will be held again this year in the Kaufmann Department Store dining rooms, on Monday evening, January 15th. The arrangement was made a few days ago by Secretary Watson W. Lang, of Cambridge Springs, Pa., together with John Harris, of the china and glassware department of the Kaufmann Store and John Binswanger of the same department of the Joseph Horne store.

This event being held during the Pottery and Glass Exhibit, attracts a large crowd and is looked forward to from year to year as one of the most enjoyable affairs held in the trade.

The choice of the Kaufmann dining room and auditorium for holding the affair is a wise selection, for it was unanimously agreed by all who attended last year, that it would be difficult to improve upon. The dinner was excellent and well served amid very pleasing surroundings, while the auditorium, of course, was ideal for holding the entertainment following the dinner.

The result of the election of officers for the new term will be announced at the banquet.

Reiwald Succeeds Clarke

On January 1st, Edward Reiwald, well known for the past seven years as traveling representative for Fisher, Bruce & Co., Philadelphia, and before this a member of the sales staff of Lazerus & Rosenfeld, will succeed Harry S. Clarke as road man for A. J. Fondeville & Co., the former having resigned to accept a place as sales manager for B. Tomby, Inc. Mr. Reiwald, who has traveled through New York, Western Pennsylvania and parts of Ohio for the Philadelphia concern, will have unlimited territory for the Fondeville firm. He is looked upon as one of the most capable among the trade's younger generation of salesmen and is very popular. He is removing his family from Pittsburgh to New York this week with the idea of getting his home established here in time to leave on his initial trip early in the year.

OBITUARY

George Whittemore

It is with profound sorrow that we record the passing of George Whittemore, founder of THE CROCKERY AND GLASS JOURNAL, whose death occurred suddenly on Tuesday morning, December 12th, at the New York Hospital following a slight operation, at the age of eighty-seven years. Mr. Whittemore was born at Winchester, Mass., June 1st, 1836, being directly descended from one of the country's first settlers. He left school at the age of twelve years and took a position in a drug store. In 1857 he came to New York, where he found employment working as a reporter on *"Evening Extras"* at three dollars per week. He found his proper groove in the newspaper field and determined to make it his life's work. He was connected successively with the *"Day Book," "World"* and *"Herald."* By this time he had made a name for himself and his services were in demand. About 1858 he was engaged by the *"Times,"* and when the Civil War broke out, he was sent to the front as war correspondent. In this capacity he met nearly all the officers of both the army and navy who figured prominently in the history of that period. When Charleston was captured, he took over the *"Charleston Courier,"* which he conducted for a time. Later on he returned to New York and was again taken on by the *"Times"* as night editor. He resigned from this position in 1873, and the next year founded a furniture trade paper known as *"The Trade Bureau,"* having as an associate in the venture the late George M. Jaques, who later became co-owner of the CROCKERY AND GLASS JOURNAL with him. In analyzing the various industries Mr. Whittemore found the need of a trade publication in the China and Glassware field and accordingly launched the CROCKERY AND GLASS JOURNAL on Nov. 28th, 1874, with editorial offices at 103 Fulton St. Mr Whittemore assumed the management end of the publication which kept him confined to the office the greater part of the time, hence he never became as widely known in the trade as Mr. Jaques, except by name. He continued with the CROCKERY AND GLASS JOURNAL until 1921, his last year being in an advisory capacity to F. Calvin Demarest, who purchased both his and Mr. Jaques' interest in the business on May 1st, 1920. He was always intensely interested in everything pertaining to the interest and advancement of the china and glassware trades. and it was one of the happiest moments of his life when he had consummated the sale of the CROCKERY AND GLASS JOURNAL, it having been his one greatest desire to be assured of the paper's continuance under responsible management, as he regarded the publication much as a father would a child. He was a man of very lovable character and it was indeed a privilege to know him well enough to appreciate the fine qualities he possessed. He is survived by three sons. The funeral was held at his late residence, 120 Riverside Drive last Thursday morning.

Major Charles W. Bailey

Major Charles Weaver Bailey, President of Bailey, Banks & Biddle, jewelry merchants, Philadelphia, died at Haddon Hall, Atlantic City, on December 9th from a lung ailment. He was 61 years old and went to the above for his health about three weeks ago. He had been in ill health for some time. Major Bailey served for some time in the Ordnance Department in the late World War, and later became director of Ship Construction at Hog Island, Philadelphia.

Santa Claus Boosts Sales at Bloomingdale's

The toy business at Bloomingdale Bros. has shown a large increase over last year, an executive of the store reports. The surprise package given to those kiddies whose parents purchase them a ticket at 50 cents has been an especially good drawing card it was said. The ticket entitles the kiddies to visit Santa, who sits on his throne on the balcony of the North Pole castle built in the department.

To assist him in the work of handing out the packages, Santa has two of his subjects, namely, clowns. These clowns, in addition to handing out packages, keep the children in constant laughter with their amusing stunts. Old Santa also has Nina, one of his little children, who performs as a mechanical doll, and last, but not least, has even supplied the toy department at this store with Tum-Tum, his favorite magician.

These people are professionals and cleverly carry out their duties of entertaining the youngsters. The toy department at this store has taken on the appearance of a county fair. One can enjoy buttered popcorn freshly made, candy kisses, jelly apples and candies.

Takagi & Masuda Company

Importers and Exporters

220 Fifth Avenue,
New York

Our lamp mounting shop located at 242 West 26th St. is equipped to take care of this class of work for the trade at attractive prices

The Strike as Manufacturers View It

(*Continued from page* 193)

could possibly be directed against them for the position they have taken.

After a ten weeks' suspension of operations the conference committee of the Brotherhood shouldered the responsibility for calling off the strike and ordering back to work at once those under their jurisdiction and today (December 11) finds practically every pottery operating to its capacity. It is estimated that approximately 1,000 kilns of white ware and 2,800 kilns of decorated ware were lost by reason of the shutdown and that it cost the manufacturers in loss of business approximately $4,000,000 and in the neighborhood of $3,000,000 in wages for the 17,000 pottery employes who were affected by the strike.

The prospects for 1923 are encouraging and nothing will be left undone to create an increased demand for American made dinnerware. The United States Bureau of Standards, through its Ceramic Division, is co-operating with the American potter to perfect his product and since the outlook for 1923 is encouraging, preparations are under way to supply the demands of the trade during the coming year with American-made dinnerware of unprecedented quality.

D. King Irwin

Suite 305

200 Fifth Avenue
New York

Iroquois China Company

Vitrified Hotel China, Under glaze and Overglaze Decorations

National China Company

"Quality Dinnerware"

Paden City Glass Mfg. Company

Pressed Tableware, Tumblers, Stemware and Novelties, Blown Tumblers, Light Cut Glass

George W. Murphy

Decorated Glassware

THEY SELL BECAUSE



No. 80—METAL BASE MOONLIGHT SCENE

THEY ARE DIFFERENT

SEE OUR NEW LINE AT THE PITTSBURGH SHOW IN JANUARY

Shown by

BROWN-REDDROP
1312 ONTARIO STREET
CLEVELAND, OHIO

KISS BROS. MFG. CO.
MERIDEN - - CONN.



No. 81—METAL BASE WINTER SCENE

THE COLONIAL CO.

The

Colonial Company

Potters

Manufacturers of Decorated and White Dinner, Tea and Toilet Ware

EAST LIVERPOOL
OHIO

JOHNSON BROS. (HANLEY), Ltd.

Manufacturers World-Famous English Earthenware



Embassy Shape—Sheraton Pattern

FACTORIES:
Hanley and Tunstall
STAFFORDSHIRE

New York Office and Salesroom
MILLER-KUPPER BUILDING
39-41 West 23rd St.

GEO. B. JONES
U. S. and Canadian Representative

Illustrating our
Embassy and Senate Shapes

Shown in Over Twenty New Decorations

Patent applied for on both shapes



Senate Shape—Tokio Pattern

"LINES THAT SELL" ALL READY FOR 1923

DECORATIVE

- Jardinieres
- Vases
- Flower Bowls
- Bulb Bowls
- Flower Blocks
- Candlesticks
- Novelties



No. 243N "Nuglaz" Jardiniere

UTILITY

- Mixing Bowls
- Bakers—Nappies
- Pitchers—Cuspidors
- Rolling Pins
- Butter Jars
- Salt Boxes
- Custard Cups
- Toilet Ware
- Flower Pots

THE BRUSH-McCOY POTTERY CO., Zanesville, Ohio

N. Y.—Cox & Co., 120—5th Ave.
PITTSBURG IN JANUARY
Room 726 Fort Pitt Hotel
FRANK H. VAUGHN in charge

San Francisco--B. F. Heastand Co. 86--3rd St.
CHICAGO IN FEBRUARY
Room E15—Congress Hotel
G. E. DOWNEY in charge

HAND PAINTED · NIPPON · MADE IN JAPAN

In Planning Your Purchasing Budget for 1923

A CALL at our showrooms will prove a good addition in your sales columns for the year.

Our lines have been greatly extended through every variety of popular items consisting of flower bowls, hanging vases, Awaji ware, lacquer ware, lamp vases, lustre ware, toKonobe vases and bowls salable at all times.

We specialize in china ware, such as tea sets, chocolate sets, cups and saucers, berry sets, etc.

It is our earnest belief that a visit to our showrooms will prove profitable to you.

MARUHACHI & CO.
32 Union Square :: New York
Room 910



National Advertising For Nonik

A NEW impetus will be given Nonik Glassware during 1923 by means of a broad campaign of advertising appearing in many of the prominent national magazines.

This advertising, which will present Nonik Glassware definitely to the buying public of this country, is obliged to result in vastly increased sales wherever Nonik Glassware is sold.

Watch for this advertising. Profit by it by having Nonik Glassware on display.

NONIK LINE ON DISPLAY AT THE PITTSBURGH SHOW

The entire line of Nonik Glassware will be on display at the Fort Pitt Hotel, Pittsburg, during the coming show. Here you will see our entire line of light cuttings, gold band and iridescent glassware. Also beautiful color combination in iced-tea, lemonade and water sets. In addition, many designs of tumblers and stemware.

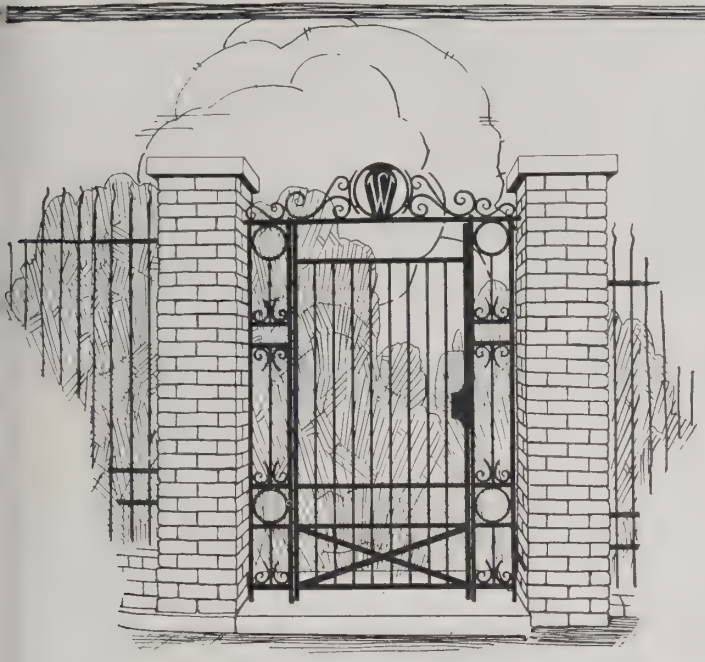
Here also you will see a display that tells graphically how Nonik's advertising plans will help you sell Nonik Glassware.

We believe that Department Store buyers will be particularly interested in Nonik Glassware because it offers a very definite means of stimulating the sales of their Glassware Departments.



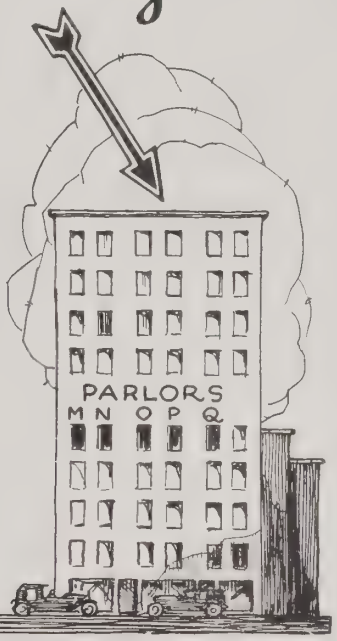
A cordial welcome is extended to all to visit our display

THE NONIK GLASSWARE CORPORATION
Main Sales Office
Mohawk Bldg.
Fifth Ave. and 21st St.
New York City



The Gateway To
GEORGE R. WEST & SONS
DECORATORS OF GLASS POTTERY AND CHINA
GIFT SHOP NOVELTIES
JEANNETTE, PA.

Meet us at the
HOTEL HENRY
PITTSBURGH
in January



Best Wishes For Christmas
and the New Year

JOHN J. HINES, Inc.

Importer of China, Glassware and Specialties
Manufacturer of Lamps and Silk Shades

39-41 West 23rd Street
New York

Pittsburgh Exhibit Fort Pitt Hotel
Rooms 939-940-941

Introducing

with the Season's Greetings

THE INLAND GLASS COMPANY

A Chicago Company backed by Chicago Capital

Manufacturing

Complete lines of

Illuminating Glassware
Blown Tumblers and
Glass Specialties

DELIVERIES ON CONTRACTS
COMMENCING FEB. 15, 1923



Unit No. 1—42 Ton Daily Capacity

Chicago



Glassware, Pottery, Lamps and Housefurnishing Market—Developing so rapidly that it is commanding the watchful eyes of Buyers all over the country.

The following pages tell the Buyer "What to Buy and Where" in the Big Central Market.

Picturing Chicago's Famous Michigan Boulevard.

Chicago's Big Retail Establishments

How State Street Has Gained A Reputation of Being the Biggest Merchandising Center in the World

"THE Biggest Retail Section in the World," this is a term which has repeatedly been applied to Chicago's famous State Street. We may search the world over, in large cities and small, but nowhere will there be found a duplicate for State Street. Here, spread along both sides of the thoroughfare, for a distance of over one-half mile, is block after block of large department stores, men's stores, women's outfitters, and hundred upon hundred of specialty shops. It is a veritable canyon paved with a swerving mass of humans and banked with plate glass show windows. Here, indeed, is shown and sold the greatest volume of merchandise, collected from all parts of the world, within any area of like size.





Two Views of State Street The World's Greatest Half Mile of Retail Stores

Chicago differs from most large cities, in that the bigger stores are centralized, all on one street, and all within four or five blocks of each other. This fact works to the advantage of both the customer and the merchant, for the shopper can easily visit a number of the stores in one afternoon's shopping tour, thus assuring the greatest opportunity for comparison of values. This same convenience of one store to another gives the prospective purchaser more opportunity for buying items other than those included in the special purpose of the shopping tour, thus collectively increasing the business of each store to a large extent.

Chicago's public is discriminating, and the State Street merchant, in order to stay in business, must meet the keen competition in both quality and price to a degree not necessary in other large cities where the big stores are not huddled together in one place, but usually scattered over miles of territory.

In the words of Sam Natkin, crockery and glass buyer for The Fair, "Chicago has the greatest merchants in the world. The Chicago merchant must meet the keenest kind of competition and he must deal with women who know values and know how to buy" to best advantage.

When the average housewife goes on State Street to buy a dinner set, for instance, she will visit probably five or six stores comparing prices and qualities, and will then return to the store which in her judgment offered the best value, and place her order. This is not the exception, but the rule, and is a method of shopping not possible in a like measure in other cities.

State Street is the backbone of the Chicago retail business. It is here that competition realizes its full meaning, finding expression in window displays, newspaper advertisements and in careful interior arrangement, as well as in diversified stocks and alert salesmanship. Following State Street, where more than ten of the big department stores are located, is Wabash Avenue, devoted in a large way to furniture houses, most of whom carry dinnerware and ornamental china and glassware. The large musical supply houses are also located on Wabash Avenue and it is noticeable that these institutions have been swinging heavily into the sale of floor and table lamps during the past few years. The next street in importance in Chicago retailing, is Michigan Avenue, the home of the ultra fashionable women's wear shops and stores, and also the location of the finer gift and art shops, and exclusive decorators and furnishers.

While there are over one hundred gift shops scattered over the city, Chicago has only two specialty stores dealing exclusively in China, glassware and lamps. Both are of long standing and both enjoy a big volume of business annually. These are Burley & Co., and Pitkin & Brooks.

Max Miller, buyer for Burley & Co., has the following to say regarding the specialty store business in Chicago:

"Merchandising in Chicago on the part of the Spe-

(*Continued on page 222*)

Ira A. Jones Co.

MANUFACTURERS
REPRESENTATIVES
9 N. WABASH AVE.
(BURLEY BLDG.)
CHICAGO



View of a Booth Featuring Pope-Gosser China Co's lines of Dinner ware



Display of Susquehanna Cut Glass Co.



The H. E. Rainaud Co's lines of Lamps find a splendid setting in our New Quarters



Display of Shepherd Co. Shades-Wood Art Co. Lamps.-Chicago Lamp & Frame Co. Lamps-Evanridge Pottery Lamps.



Booths displaying the Seneca Glass Co's lines of Cut, Etched and Decorated Blown Table Glass. Also Lighting Glass

Chicago Looks for Banner Year

Manufacturers and Merchants Charged With Optimism at Glowing Prospects for Nineteen twenty-three

THE same conditions which have worked hardships on the Chicago crockery, glass, lamp and housefurnishing trade during the past year, are the conditions which have paved the way for a bigger trade during the months of 1923.

It is inconceivable that any successful business man of this age would expect trade to continue on an even keel, always forging ahead, and avoiding all setbacks. On the other hand, the good business man prepares for the emergency, while always striving to increase his own volume of sales.

The Chicago glass, china and lamp trades all had their set backs during the months of the past year, and it is to the credit of the trade that they have made 1922 a successful year, while it was fraught with obstacles and discouraging features.



Mandel Bros. Art Department

In reviewing the trade of the year just closing it must be remembered that during the preceding months of 1921, the entire country—wholesalers, retailers as well as manufacturers, were undergoing a great period of liquidation, when stocks were moved regardless of costs and when banks were pressing business firms from every side for loan settlements. This liquidation was fairly complete by December of 1921 and brought the trade into the present year with clean sheets and a new lease on life.

Under such conditions the opening months of the year were good months from the wholesaler and manufacturer standpoint. Retailers replenishing their stocks all along the line, but doing so in a cautious and most conservative manner. Many orders were placed with factories and the wholesalers were able to put down January, February and March as profitable months.

About the first of April a definite reaction set in. Retailers were commencing to receive their stocks on orders placed earlier in the year, and merchandise managers of the big State Street stores called a halt on buying. This was the turning point of the year's business and the manufacturers' agents and wholesalers were unable to move their regular lines in a volume which would equal the sales of the preceding year for the same period. On top of this came a slump in the retail business and many stores were offering unusual bargains, prices were reduced, and other inducements given to get customers to visit the stores. This period of depression continued through the Spring and Summer as far as the crockery, glass and household goods were concerned. Department stores turned their attention to ready-to-wear clothes, vacation goods and other seasonable items, going into these lines heavier than they would otherwise have done if their departments selling furniture, lamps, glass and china had held up.

Before the first of September, however, the pendulum commenced to swing in the other direction. The effect of the big home and apartment building boom in the middle west this year began to assert itself, first on the illuminating glassware market, and later on the household equipment.

From the middle of September on, both retail and wholesale trade in crockery, glass and allied lines steadily improved, until at the present time, with the Holiday trade in full swing, indications are that regardless of the lean months this Spring and Summer the business for the year will be most gratifying.

Among the dissenting influences of the year just closing as far as the sale of domestic dinnerware was concerned, was the strike at the potteries coupled with the long drawn-out debate on the tariff question. The latter tended to slow up buying by the retailers, who were waiting to learn the outcome before ordering heavily, and the strike following, which made it impossible for American potteries to deliver dinnerware for Holiday trade. While these factors, especially the strike, tended to reduce the total sales of both manufacturers and retailers during the year just closing, it carried with it the advantage of cleaning out American dinnerware stocks generally, assuring the potters of good business

(*Continued on page 226*)



Made Only By

THE N. O. CEDERBORG CO.

AURORA, ILL.

SOLD THROUGH

S. J. ANDERSON,
225 Fifth Avenue, New York City

FRANK B. KURTZ,
610 Wrigley Bldg., Chicago, Ill

HARRY T. MORGAN,
First National Bank Bldg., Detroit, Mich.

BUSH TERMINAL SALES BLDG.,
130 West 42nd Street, New York City

:: :: NEW ATTRACTIVE FOLDERS WILL BE READY FOR MAILING JANUARY FIRST. WRITE FOR COPY. :: ::

Chicago as Year-Around Market

Advantage of Location Coupled with Extensive Displays Attracting More Buyers Twelve Months in the Year

IT has been estimated that the natural increase in business in the country is around ten per cent annually, and it has been further estimated that the natural increase in business in the Middle West runs a little above the normal or about fourteen per cent.

This estimate, of course, applies to all lines of business in the aggregate, and not to any one trade specifically. Fortunately it does not apply to the Chicago market for glass, pottery, lamps and housefurnishings, for the members of the trade in this city have not been satisfied with merely the normal increase in business. Having the assurance that their location was ideal for the expansion of their business and realizing that by co-operation greater things can be accomplished, the manufacturers' agents and manufacturers have gone out to preach the doctrine of "Chicago, the Year Around Market."

The market has grown to a point now where buyers from all parts of the country visit the many display rooms in this city, knowing that they will see on exhibition a representative number of lines of crockery, glassware, lamps and housefurnishings, and knowing also that the latest things in these lines will be shown in Chicago as soon as any place in the country.

More buyers are realizing from day to day that the sixty or more permanent display rooms of Chicago are maintained for their benefit, and they are making a practice of coming to Chicago, not only once a year, but as many times as they feel that their stocks need replenishing. After all, it is the buyer the Chicago trade is anxious to serve, and the great increase in the number of buyers who now visit the Big Central Market, is a gratifying thing to those who maintain the permanent displays here.

Concrete evidence of the growth of Chicago as a permanent, year in and year out market, has been given during the past twelve months.

The number of permanent displays in the Chicago market increased last year, showing a recognition on the part of manufacturers, of the growing importance of this center. Manufacturing activities in glassware and china are also beginning to get a foothold here, as shown by the erection of one large glass plant, the expansions of a Chicago pottery and the contemplated construction of a dinnerware plant.

As far as lamps and housefurnishings are concerned, the fact has already been well established that Chicago is the largest center in the country for the manufacture and sale of these items. Eastern buyers, as well as those in the Middle West and West, now come to Chicago when they expect to purchase either lamps or household goods.

During the past year the Cambridge Glass Co. opened a large display room in the Shops building. This is one of the best equipped displays in the Chicago market from the point of arrangement and fixtures.

Thomas F. Reid, who has been known to the buyers of the Middle West for many years owing to his connection with the Gurnseyware Co., opened a permanent display early this year in the Palmer House where he is showing in addition to cooking ware, cut glass and household goods.

Another display to be opened in the Chicago market, was that of Frank B. Kurtz, manufacturers' representative, dealing in Art Ware, representing the N. O. Cederborg Co., makers of fine lustre ware, and also handling a line of lamps made locally. Mr. Kurtz has also secured the Chicago representation for an imported carved wood line and a connection for selling Majolica china.

The D. Saunders Co., formerly located in the Heyworth Building, but who closed down early this year owing to the ill

Continued on page 224



Cambridge Glass Co.'s Salesroom



Parch-O-Lite Shade No. 127

Wrought Iron Lamp No. 850

Parch-O-Lite Co.

Chicago

Permanent Display Rooms and Offices:
1150 So. Michigan Avenue

DURING THE FEBRUARY SHOW DISPLAY
at Congress Hotel

Hand Decorated Glacé Lamp Shades, Lanterns and Telephone Screens.

Hand wrought Iron Reading Lamps, Candelabra, Torcheres and Smoking Stands.

Flower Placques and Mirrors in Leaf Gilded Frames.

No. 180 Shade

No. 888 Arm Lamp

Chicago's Second Show Beckons

Advance Reports Indicate that 2,000 Buyers Will Visit the Congress Hotel Between Feb. 5 and 17

ONCE again Chicago is beckoning to buyers of the country to come to the Windy City for the biggest exhibit of Crockery, Glassware, Lamps and Housefurnishings ever held. The Second Annual Chicago Exhibit is now only six weeks away, is gaining in size and enthusiasm as the days roll by. At the present writing, there is every indication that by the opening day of the Exhibit, February 5th, more than three hundred rooms will be contracted for display purposes. Manufacturers who recognized the value of the last Chicago Exhibit have already taken over two hundred and fifty of the available rooms for the next show, indicating a strong sentiment in favor of making the big buying event in Chicago a permanent affair.

The Congress Hotel was selected for the next show, which will eliminate the complaint of small rooms for exhibiting—the only objection to the Morrison Hotel during the first exhibit. The rooms at the Congress Hotel are unusually large, conveniently arranged, and there are no "blind halls," as was the case at the Morrison. The Congress is located on the famous Michigan Boulevard, overlooking Grant Park and Lake Michigan. It is not five minutes' walk from the big merchandising center of State Street.



Congress Hotel—Home of 2nd Annual Exhibit Glass, Pottery, Lamps and Housefurnishings

For several months past, the Chicago Glass, Pottery, Lamps and Housefurnishings Association has been conducting an intensive advertising campaign, under whose auspices the Second Chicago Exhibit is being held. It will be well to note here that the Chicago association is incorporated, not for profit, and the money for conducting the advertising campaign is paid by the exhibitors collectively.

For the buyers of crockery, glassware, lamps and housefurnishings, there could hardly be a more interesting event, for, centrally located in Chicago for twelve days, will be shown hundreds of lines of merchandise under one roof, so arranged that quick, thorough and efficient comparison of prices and quality will be possible. No other such opportunity of efficient and intelligent buying is presented during the entire year.

These features appealed to the buyers at the first exhibit, when the total registration at the Morrison Hotel for the twelve days of the show was fifteen hundred. It was conservatively estimated that the visiting buyers placed orders to the extent of five million dollars.

Granting that many buyers visited the first exhibit more out of curiosity than for any other reason, and realizing that the event in 1922 was looked upon with skepticism by many exhibitors and buyers alike, it is well to assume that the majority of the buyers who were in Chicago for the First Chicago Exhibit will return for the Second. Add to this the new and increased interest which the big exhibit has gained over last year, and it can be safely estimated that the registration of buyers this year will total two thousand or more.

The buyers are not unmindful of the size and scope of the Chicago Exhibit; indeed, their interest this year is surpassing that of last. It is a topic of continual discussion between them and the manufacturers' salesmen who visit their stores throughout the country. Hundreds of them have already designated their intentions of being in Chicago between February fifth and seventeenth, and many are arranging their buying trips for 1923 so as to preclude any chance of missing the event.

"Come to Chicago" is now the slogan of the trade, especially in the middle west. Members of the Chicago association, both exhibitors and non-exhibitors, are urging the buyers continually to prepare for their trip to Chicago next February. Every piece of mail going out of the offices of those connected with the local organization is carrying some message of the show, even if it be only the conventional sticker on the envelope, or a short sentence in the letter. Interest is running high as the event draws near. If those who contemplate exhibiting will arrange with the association immediately, they will find a better selection of rooms, and will have more time to work out the details, is the advice of the show organization.

Entertainment for the visiting buyers is to be one of the big features of the exhibit this year. Those who attended the informal banquet, entertainment and dance at the last show, will not soon forget the event, and the buyer who visits the exhibit this year will not want for entertainment, but will return to his home with a lasting and pleasant remembrance of the event.

The CROCKERY AND GLASS JOURNAL will give you all details on the show, list of exhibitors with room numbers and other desirable information in our January 25th issue, the "Chicago Show Number." In the meantime, take out your note pad and jot down the following: "Don't forget the Chicago Exhibit, Congress Hotel, Feb. 5 to 17th, 1923."

GLASSWARE

YOU can benefit by the use of our experience and specialization in this field.

WE represent American Manufacturers, leaders in their respective lines—table glassware, Plain, Cut, Etched or Decorated—Illuminating glassware, etc., also Foreign Manufacturers of specialties not regularly produced here.

Your visit to our Sample Rooms and a test of our service is invited

Helm & Soukup

17 N. Wabash Ave.
Chicago

Come to the
CHICAGO SHOW
Congress Hotel
Feb. 5-17, 1923
Visit Rooms *D 50-52*

New Goods From Artisans of Chicago

Introducing a New Service Giving Buyers A Picture Story of Late Merchandise and "Best Sellers"

In this new department, the CROCKERY AND GLASS JOURNAL will show by illustrations and brief descriptions new merchandise, as well as showing items that have proven "good sellers." Buyers desiring prices on any of these items, address of manufacturers or other information relative to the goods shown in this department, are invited to write the CROCKERY AND GLASS JOURNAL, New Goods Department, 45 East 17th Street, New York, N. Y.



Lamp finials, metal with polychrome finish, colored imported glass pendants, now being shown by E. M. Meder.



Plateau, now being made in a variety of new finishes by Martin's Mercantile Co.



Ornamental bird in bright colors, composition, some wired for lamp bases, product of Shirley Studios.



Handsome Lamp base of the Wood Art Co. shown with shade made by the Sheppard Co., on display with Ira A. Jones Co.

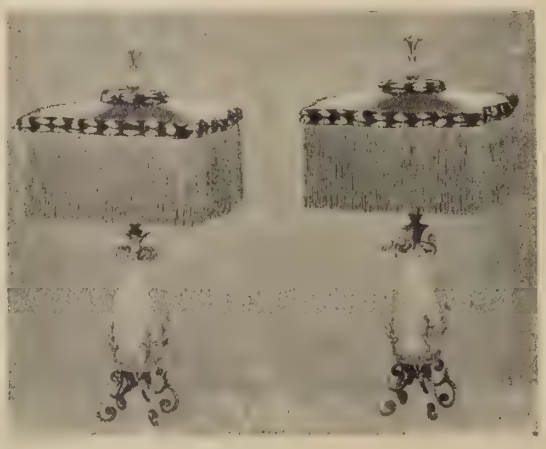


Sixty inch floor lamp of polychrome antique, gracefully designed and well balanced with a shade of blue georgette over mulberry silk. Blue and orange velvet two-tone ruching trimmed. Made by the Consolidated Lamp and Shade Co.



Bridge Lamp combining charm and practical application, with hand turned base finished in gold bronze and striping. The shade is of Taupe Silk, trimmed in rose and black. A product of the Consolidated Lamp and Shade Co.

Davenport table amps of highest quality. A combination of china and metal leaf base, reflecting the charm of the rich shade of silk, georgette and silk fringe. A most creditable production from the Art Lamp Mfg. Co.



Important Announcement

TO meet the increasing demand for Lustres of Quality which can be retailed at popular prices, the Western China Works, Inc., of Aurora, Illinois, are offering to the trade an exquisite line of Vases, Bowls, Candlesticks, Compotes, Lemonade Sets, Ashtrays, etc., etc., in Lustrous Glazes and Fine Decorations.

THE discriminating buyer will be attracted by the wide range of colors shown and their unsurpassed beauty and brilliance of finish, the permanence of which is guaranteed by the manufacturer.

SHOULD our representative fail to call upon you with a complete line of samples, and you do not find it convenient to inspect our ware at one of our permanent showrooms, a simple request from you will bring an assortment of sample colors free of any charge, and will not obligate you in any way.

THIS line is now ready for delivery, and all orders will receive prompt attention.

WESTERN CHINA WORKS, INC.

AURORA, ILLINOIS

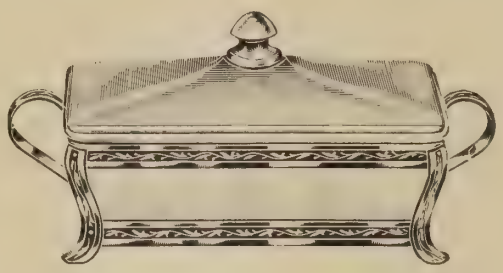
New York Showroom:
10 West 23rd Street.
David L. Wise, Exclusive Agent

Detroit Showroom:
1219 First National Bank Building.
Harry T. Morgan, Representative

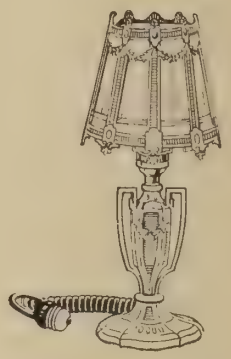
New Goods From Chicago Artisans and Salesrooms—Con't.

Boudoir Lamp, below, made entirely of metal, being a special alloy practically eliminating breakage. Finished in ivory, antique ivory, gold or green gold. Displayed by Helm & Soukup.





A new pattern casserole, bringing out a shape and design which is fast coming into popularity. A product of Martin's Mercantile Co.



Another Boudoir lamp which, by reason of its attractiveness and cost is a ready seller, especially in popular priced stores. Being shown by Helm & Soukup.



Much artistic ability is reflected in this newest product of the Wood Art Co. shown above. The shade, made by the Sheppard Co.



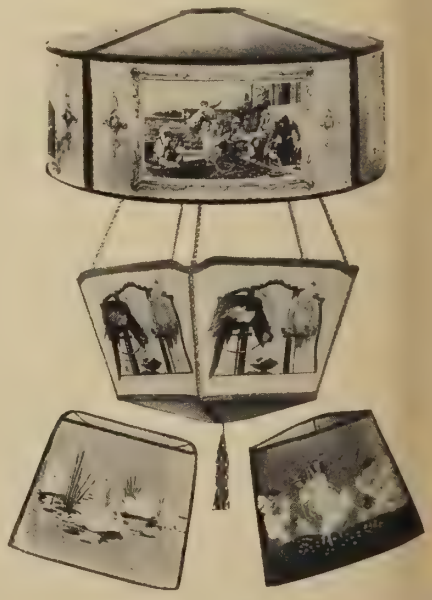
Above and below are several new numbers from the extensive line of washable parchment shades now being made by the Great American Art Manufacturing Co. These resemble hand painted work. Note the clearness of detail on each shade.

Below is an Almco floor lamp, of the size and design, now being sold in pairs for living rooms purposes. The idea of selling the right style of floor lamp in pairs, is gaining in favor with the public.





The End table lamp and shade shown above were created by the artists of the Rindsberger Manufacturing Co. Getting away from the "ordinary," this lamp has become popular because of its suggestion of comfort and luxury.





WHEN attending the February Crockery and Glass Show at the Congress Hotel, Chicago, you are invited to visit the display of Almco Lamps in our showrooms. An unusually large number of interesting new designs will be shown for the first time. The recent creations include some exceptionally handsome lamps in the higher priced field, as well as popular styles for volume selling.

ART LAMP MANUFACTURING COMPANY, CHICAGO

Wholesale Display Rooms: 1433 South Wabash Avenue, Chicago
306 Fifth Avenue, at 31st Street, New York Third Floor, Klingmam Building, Grand Rapids

ALMCO LAMPS

229-A

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

CHICAGO retail stores are now nearing the end of their busiest holiday season. For the past two weeks the crowds on State Street have been record-breaking, and the volume of business done, probably equal to any holiday season in recent years. With the exception of dinnerware lines, never before have the department stores displayed such a wide variety of china, glassware, toys, art goods, lamps and housefurnishings as they have during the holiday season just closed.

German toys are not as plentiful on the counters of the big stores this year as they were a year ago. This the buyers account for by the uncertainty of business in Germany today, and the inability of the German manufacturers to finance the work of their toy factories.

American made mechanical toys are gaining in popularity and far exceed in sales this season any previous year, excepting the days of the Great War. American Doll manufacturers are becoming leaders of the world in the making of character dolls, at one time an item only imported.

Art Goods departments are being expanded for the sale of Christmas Gifts, and furniture and jewelry are likewise popular gifts with the public this season.

News of the ending of the Pottery strike, which reached Chicago salesrooms early last week, was the occasion for much excitement and some celebration. The news came as a surprise to most of the people in the local trade, for the outlook, until the past week, was anything but encouraging. Many expected the strike would last at least until the first of the coming year, and some expected the matter would not reach a settlement until early Spring. Now that the strike is settled, the manufacturers' representatives are again booking orders, for while the plants were shut down, most of them prohibited their salesmen from taking orders of any kind. While the shut down at the potteries resulted in many stores going without a portion, at least, of their holiday goods, it also tended to increase the number of orders now being booked, so it looks like 1923 will be a busy year for the potters.

W. G. Colling, manager of the Gift Department of the Burgess-Nash Store, Omaha, Nebr., was in Chicago during the past week, picking up last minute shipments for holiday selling, adding a fair amount of gift merchandise and a good quantity of lamps to his display for Christmas selling. Mr. Colling is enlarging the gift department of the Burgess-Nash store, and he expects to make still further enlargements in this department after the first of the year. The ownership and management of the store will also undergo some changes in January.

W. C. Owen, manufacturers agent, dealing in gift shop and art ware items, and maintaining a display in the Shops building, is in Omaha this week, directing the work of the gift section of Brandeis & Son, a department owned and operated by Mr. Owen. He is expected to return to Chicago around the first of January. During his absence, Miss Swanson and Miss Hall are in charge of the W. C. Owen sample rooms in the Shops building.

A number of new shapes and colors in pottery lamp bases are being prepared for the trade by the Haeger Potteries of Dundee, Ill. Haeger pottery is meeting with much approval around the trade, and the new lamp bases will be looked for with much interest.

Personnel of the New Inland Glass Co.

The Inland Glass Co., whose plant is now nearing completion in Chicago, has the following organization: President, J. B. Weaver; Vice-president and Sales Manager, E. M. Stevens; Secretary and Treasurer, H. Pickett Withers. Plant manager is F. W. Stewart, plant superintendent is E. W. Fogel and the head designer is Miss F. L. Grant, all three formerly connected with the Phoenix Glass Co. J. H. Allen is manager of the Street Light Division, and was formerly connected with the General Electric Co., where he occupied a similar position. The sales in Chicago and vicinity will be under the direction of J. E. Pierce, who has been manager of the Chicago office of the Jefferson Glass Co. until recently.

This Inland company will be ready to deliver on contract by the middle of February, 1923, and will manufacture illuminating glassware, blown tumblers and glass specialties.

The plant will be the most modern of its kind in the country, no expense having been spared to secure the best possible equipment for the manufacturing of glassware. The operating organization is an experienced one, and the location of the company in Chicago, the heart of the middle-west, will mean a big advantage to the new concern.

S. B. Davis, Chicago representative for the Tritt China Co., and maintaining offices and display in the Old Colony building, made a trip to that pottery last week at Niles, O.

The Premier Manufacturing Co. has been incorporated under the laws of Illinois for a capital of $10,000. The firm will manufacture and deal in lamps and shades. Offices are located at 46 W. Kinzie Street, Chicago.

(*Continued on page 228*)

Fostoria Glass Co.



Above Is One of Our Many New Creations for 1923

Allow us to extend the wish that 1923 will be your most prosperous year, and may it be our privilege to help you make it so

H. G. DALZELL J. W. DALRYMPLE
CHAS. K. PRICE R. W. BRINGHAM

Permanent Display
06-807-808 Masonic Temple

Chicago Exhibit
"C" Floor, Rooms 5-7, Congress Hotel

Reservations for Chicago Show

Following is a list of those who have already reserved Exhibit Space at Congress Hotel for Pottery, Glass, Lamps and Housefurnishing Show, February 5th-17th

A

Adler Manufacturing Co. ..... Brooklyn, N. Y.
Advance Wood Turning Co. ..... Chicago
Aluminum Cooking Utensil Co. ..... New Kensington, Pa.
Aluminum Products Co. ..... LaGrange, Ill.
American Clay Products Co. ..... Zanesville, O.
American Stamping & Enameling Co. ..... Massillon, O.
American Woodware Co. ..... Manistee, Mich.
Anchor Mfg. Co. ..... New York
Art Industries, Inc. ..... New York
Art Lighting Fixture Studios ..... Buffalo
Artistic Metal Prod. Corp. ..... Newark, N. J.
Atlas Mfg. Co. ..... New Haven, Conn.

B

Basket Importing Co. ..... New York
Beaver Valley Glass Co. ..... Rochester, Pa.
Bellaire Enamel Co. ..... Bellaire, O.
Benjamin & Leipzig ..... New York
Berghoff Importing Co. ..... Chicago
Best Lamp Co., H. A. ..... Chicago
Bing & Co., Ferd ..... New York
Bonita Art Glass Co. ..... Wheeling, W. Va.
Borgfeldt & Co., Geo. ..... New York
Borin Manufacturing Co. ..... Chicago
Bowman Co., Geo. H. ..... Cleveland, O.
Brown-Reddrop ..... Cleveland, O.
Brush-McCoy Pottery Co. ..... Zanesville, O.
Bryce Bros. Co. ..... Mt. Pleasant, Pa.
Buckeye Aluminum Co. ..... Wooster, O.

C

Canonsburg Pottery Co. ..... Canonsburg, Pa.
Carrollton Pottery Co. ..... Carrollton, O.
Cassidy Co., Inc. ..... New York
Cataract-Sharpe Mfg. Co. ..... Buffalo
Central Cut Glass Co. ..... Chicago
Central Glass Works ..... Wheeling, W. Va.
Central Specialty Mfg. Co. ..... Chicago
Colonial Lamp & Fixture Works ..... Chicago
Continental Silver Co. ..... New York
Corning Glass Works ..... Corning
Crockery & Glass Journal ..... New York
Crooksville China Co. ..... Chicago
Crown Cut Glass Co. ..... Chicago
Crystalart Studios ..... New York

D

Daison Manufacturing Co. ..... Chicago
Diamond Glassware Co. ..... Indiana, Pa.

E

East Liverpool Potteries Co. ..... East Liverpool, O.
Ebeling & Reuss ..... Philadelphia, Pa.
Economy Tumbler Co. ..... Morgantown, W. Va.

F

Farber Bros. ..... New York
Finn, J. B. ..... Chicago
Fostoria Glass Co. ..... Chicago
Friedman Metalware, Inc., Jos. ..... New York
Fry, H. C., Glass Co. ..... Rochester, Pa.

G

Gould & Co., L. ..... Chicago
Graham & Zenger ..... New York

H

Hall, Inc., Charles ..... New York
Hallgren, A. G. ..... Chicago
Hamilton Ross Shade Factories ..... Chicago
Hazel-Atlas Glass Co. ..... Wheeling, W. Va.
Helm & Soukup ..... Chicago
Hesse, Michel ..... St. Louis, Mo.
Hirsch-Malgood Co. ..... New York
Hocking Glass Co. ..... Lancaster, O.
Hodges & Co., Wm. ..... Philadelphia, Pa.
Hopewell China Corp. ..... Hopewell, Va.
Housefurnishing Journal ..... Chicago

I

Illinois Pure Aluminum Co. ..... Lemont
Illinois Speciality Co. ..... Tuscola
Imperial Glass Co. ..... Bellaire, O.
Indiana Aluminum Ware Co. ..... Elkhart, Ind.
Indiana Glass Co. ..... Dunkirk, Ind.
Iroquois China Co. ..... Syracuse, N. Y.

J

Jeannette Glass Co. ..... Jeannette, Pa.
Jefferson Co., The ..... Follansbee, W. Va.
Jennings Bros. Mfg. Co. ..... Bridgeport, Conn.
Jones Co., Ira A. ..... Chicago

K

K. & O. Co. ..... New York
Kamenstein, M. ..... Brooklyn
Katz & Co., Frank M. ..... New York
Katzinger, Edward ..... Chicago
Kee & Co., Soy ..... New York
Kelly & Reasner ..... Chicago
Kewaskum Aluminum Co. ..... Kewaskum, Wis.
Kindt & Co., Geo. C. ..... New York
Knapp Candle & Wax Co. ..... Syracuse, N. Y.
Kopf, Marcus S. ..... Chicago
Koscherak Bros. ..... New York
Krantz & Sell Co. ..... Honesdale, Pa.
Kurtz, Frank B. ..... Chicago

L

Lacey, M. J. ..... Jefferson, Wis.
Lake Mfg. Co. ..... Rosslyn, Va.
Land Dilks Co. ..... Richmond, Ind.
Lazarus & Rosenfeld ..... New York
Lehman Bros. ..... New York
Leyse Aluminum Co. ..... Kewaunee, Wis.
Lippincott Glass Co. ..... Alexandria, Ind.

M

McAnulty Co. ..... Chicago
McKee Glass Co. ..... Jeannette, Pa.
Maibrunn Co. ..... New York
Manning, Bowman & Co. ..... Chicago
Marion Glass Mfg. Co. ..... Marion O.
Markman, F. X. ..... Chicago
Marks, M. M. ..... Chicago
Martin's Mercantile Co. ..... Chicago
Maryland Glass Co. ..... Cumberland, Md.
Massillon Aluminum Co. ..... Massillon, O.
Meder, E. M. ..... Chicago
Metal Arts Studios ..... Chicago
Minnemeyer, Walter G. ..... Chicago
Moe-Bridges Co. ..... Milwaukee, Wis.
Mound City Glass Co. ..... Lumberport, W. Va.
Mueller, Wm. G. ..... New York
Mulvaney Art Studios ..... Chicago
Munising Woodenware Co ..... Piqua, O.
Mutual China Co. ..... Indianapolis, Ind.

N

National China Co. ..... Salineville, O.
National Pottery Co. ..... Roseville, O.
Newark Art Lamp Mfg. Co. ..... Newark, N. J.
Newton, E. W. & Associates ..... Chicago
Newton Co., Earl W. ..... Bowling Green, O.
Noe, Wm. R., & Son ..... New York
Northwood Co., H. ..... Wheeling, W. Va.

O

Ohio Pottery Co. ..... Zanesville, O.
Osborne Art Studios ..... Chicago
Owen, W. C. ..... Chicago

P

Paden City Pottery Co. ..... Paden City, W. Va.
Patrick, T. H ..... Chicago
Peerless Light Co. ..... Chicago
Peru Basket Co. ..... Peru, Ind.
Phillips Glass Co. ..... Cincinnati

(*Continued on page 232*)

"Harmonizing Units Distinguish Rindsberger Lamps From Others"





From Rindsberger For your January and February Sales

Special Announcement:

IT'S an out and out fact that during the month of January things move slowly even in the best lamp factory — **AND SO** — in order that we may keep our men going at full speed during this month, we are prepared to offer ***"Sensational Values"*** which will result in record-making history in the sales annals of your store during January and February if you are quick enough to take advantage of them.

We earnestly suggest that you write us immediately for **"special prices"** and further information—or see us at our display during the Chicago Market in January.



The four appearing lamps comprise our "specials" for your January and February Sales.



Rindsberger Manufacturing Corp.

18-22 East 24th St. Dept. D-5 Chicago, Illinois

Permanent Display With

S. KARPEN & BROS.
811 S. Wabash Ave.
Chicago, Ill.

37th & Broadway
New York City

Chicago's Big Retail Establishments

(*Continued from page 206*)

cialty Store has for the past few years been noticeably improving, because the better class of discriminating buyers are realizing the worth of such institutions.

"It has always been conceded that in the East, exclusive stores had greater appeal than in the West. We are glad to say that this tendency is now working its way here. Chicago's field, covering the entire central west, has no end of opportunity. There is no limit to the possibilities in any line of endeavor. The main problem, however, is the creating of volume without sacrificing prestige or quality. This problem has caused the downfall of many of the new exclusive shops which have started in the past. The clientele of the exclusive store is decidedly individual, and must be given more personal attention. The contact between store and customer must be much closer than in ordinary merchandising.

"Chicago has always had the most attractive window displays in the country, the most direct and tangible form of advertising. Chicago stores as a whole, reflect more credit on their owners as merchandising men by reason of general appearance and display of progressive spirit, than do those in other parts of the country.

"The Chicago public is discriminating. It demands the best in quality and value, and any merchant, to keep up with the times, must follow the markets unceasingly."

In considering the larger retail establishments in Chicago, we find Marshall Field & Co. leading the list. Here is an institution which not only leads the list of Chicago's great stores, but has won a reputation of being the foremost store in the country. Mandel Brothers and Carson, Pirie, Scott & Co. are commonly termed "high grade stores," catering to the better class of trade and coming directly in competition with Marshall Field & Co. The Fair, Rothschild's, Boston Store, Hillmans and the Leiter Stores all fall into the category of popular-priced department stores and all receive an enor-



A View in Burley's Attractive Store

(*Con'd on page 236*)

Lamp Finials

New and Artistic



Metal Polychrome Finish, fitted with Imported Colored Glass Pendants, specially priced

Also—
Showing Complete Lines from

The Smith Phillips China Co.
Continental Silver Co.
Ebenezer Cut Glass Co.
Paden City Pottery Co.
Buckeye Aluminum Co.
Maryland Glass Co.
Rockford Peerless Furniture Co.
The Schaffer Tinware Mfg. Co.
Benjamin & Leipzig, Inc.
The Buffalo Mfg. Co.
Jeannette Glass Co.
Lehman Brothers

E. M. MEDER, 17 N. Wabash Ave.
CHICAGO

GREAT AMERICAN ART MF'G. CO.



Offices
225 Upper Michigan Ave.

Chicago, Illinois
U. S. A.

BUYERS at large have been looking for a popular priced shade that would bear all the ear marks of being done by a master hand.

We are manufacturing this long looked-for article. We will show the greatest variety of shapes and designs that any shade house has ever brought before the public.

Canary	Grey	Orchid	Emerald
Turquoise	Fawn	Maroon	Ruby
Sapphire	Gold	Mandarin	Brown

These colors give you the greatest scope for home decoration that are manufactured, and it is here where we are making a tremendous hit with the public to carry out any color scheme for home, apartment, hotel or otherwise. Give us an opportunity to demonstrate that you can sell this merchandise. A washable and non-fading shade to retail from 75c up is something that heretofore has been unheard of.



All shades bearing the trademark "Great-Art" are absolutely guaranteed by us.

Our merchandise will be on exhibition at 1411 So. Michigan Ave., sixth floor, Chicago, also at the Congress Hotel, Room B-32, for the Glass, Pottery and Household Goods Show.

We will be pleased to either meet you personally here in Chicago, or permit us to supply you with sample orders and catalogues.

If you are interested, drop us a card so our salesman can call on you when in your city.

Established 1908

KELLY & REASNER

17 N. Wabash, Chicago

GLASSWARE SPECIALISTS

Representing

EAGLE MFG. CO.,
Wellsburg, W. Va.
Lighting Glass, plain and decorated.

NEWARK ART LAMP MFG. CO.,
Newark, N. J.
Metal Stand Lamps.
Floor Lamps, Junior and Reading.

MOUND CITY GLASS CO.,
Lumberport, W. Va.
Blown Stemware and Tumblers.
Blown Jugs and Water Bottles.

LIPPINCOTT GLASS CO.,
Alexandria, Ind.
Blown Stemware, Tumblers and Vases.
Plain and Cut.
Blue and Canary Stemware.

INDIANA GLASS CO.,
Dunkirk, Ind.
Tableware, plain and decorated.
Tumblers, all kinds.
Premium Goods.
Soda Fountain Glassware.

H. NORTHWOOD CO.,
Wheeling, W. Va.
Iridescent Colored Novelties.
Flower and Fruit Bowls.
Flower Blocks.
Lighting Glassware.

GEO. R. WEST & SONS,
Jeannette, Pa.
Gold Encrusted, Stemware.
Decorated Tableware of all kinds and colors.
Gift Shop Items.
Aquariums with wrought iron stands.

McKEE GLASS CO.,
Jeannette, Pa.
Glasbake Cooking Ware.
Light Cut, Tableware.
Soda Fountain and Bar Goods.

D. C. JENKINS GLASS CO.,
Kokomo, Ind.
Tableware.
Tumblers.
Display and Candy Jars.
Lantern Globes.
Light Cut Ware.
Fish Globes.
Mixing Bowls.

See our Exhibit at the Chicago Show
Congress Hotel, February 5th to 17th.

Chicago as Year-Around Market

(*Continued from page 210*)

health of one of their partners, has been reestablished recently in the Shops Building with Elmer Saunders, son of the late D. Saunders, in charge.

The first of next year the Central Glass Works and the Paden City Pottery Co. will open a display in the Heyworth Building with Thomas H. Butcher and T. J. Jones in charge.

John Ling, buyer for Mandel Brothers, will enter the manufacturers' agency business in Chicago shortly after the first of January, thus adding another selling organization to the Chicago market.

Among the factors which will work to make Chicago an even larger market for glass, pottery and allied lines, is the construction of an illuminating glass factory, now completed, and which will be ready to start production some time in January. This plant was built for the Inland Glass Co., of Chicago, a newly organized concern. The plant is one of the most modern in the country and occupies a large tract of ground at Clearing, Ill., just out of the Southwest city limits. The equipment installed is the best that could be purchased for the making of glassware for lighting purposes. This factory will be a credit to the trade, and a decided advantage to Chicago as a permanent market.

Chicago will have a dinnerware factory during the coming year, if the present plans of the Kay Bee China Works are materialized. This will be the first dinnerware factory for Chicago and will mark another forward step in the importance of the Central market. The Kay Bee China Co. was started on a small scale about two years ago, and has constantly expanded until it is doing a large business in china pieces, such as bowls, vases, candle sticks, etc. Most of their production at the present time is being taken by china decorating concerns in and near Chicago. The Kay Bee Company has also been doing some decorating work and has successfully turned out a blue underglazed decoration, similar to the German product, and something never before duplicated in this country. This concern was reorganized during the past year, and it is planned to build an addition to the present plant where the Company will manufacture dinnerware. Work on the addition will commence early next year.

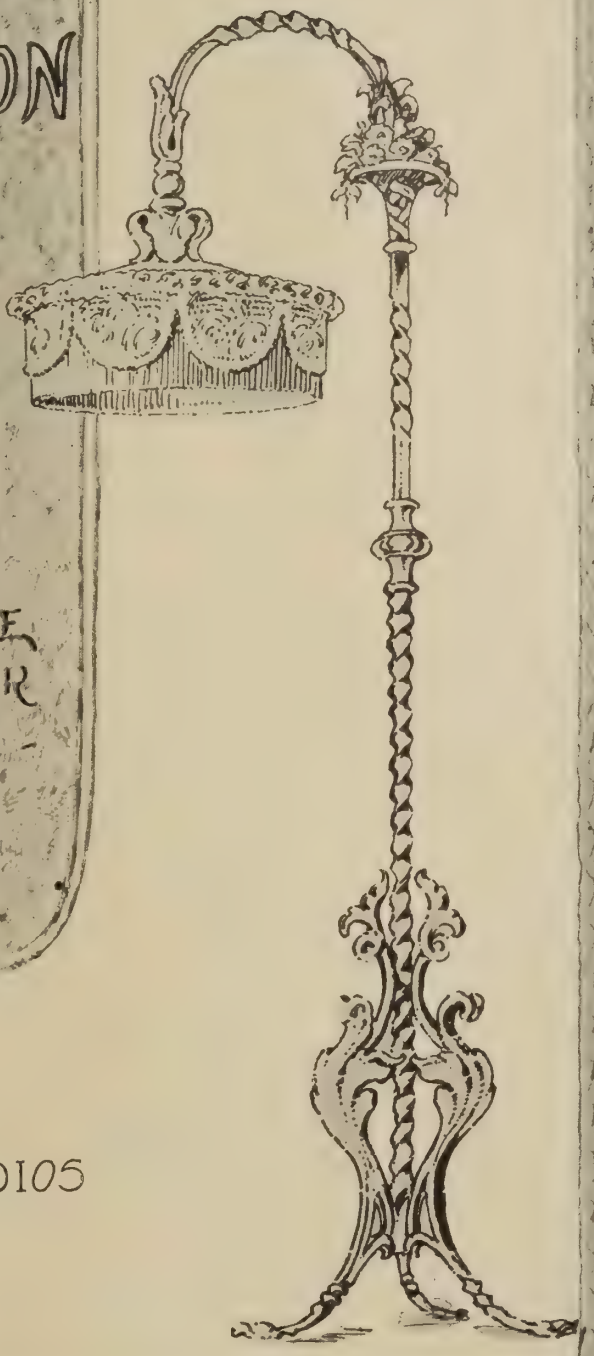
The Haeger Potteries, of Dundee, Ill., forty miles out of Chicago, are improving and enlarging their plant at the present time. Haeger pottery, which is known where-

(*Continued on page 236*)



Kelly & Reasner Show Rooms, Shops Building

BEAUTIFUL WROUGHT IRON LAMPS



WE CORDIALLY INVITE YOU TO COMPARE OUR PRODUCTS & PRICES -

DISPLAY EXHIBITED ROOM G. 53-55 CONGRESS HOTEL.

METALARTS STUDIOS

705 FULTON ST
CHICAGO

Chicago Looks for Banner Year

(*Continued from page 208*)

during the coming months, now that the strike is settled, for the retailers will certainly need to replenish their stocks. This factor alone makes the outlook for 1923 encouraging for American dinnerware manufacturers.

The demand for table and ornamental glassware was varied throughout the year, with the greatest approval among both buyers and consumers. Etched glassware for table use was preferred by the higher priced stores, while the popular priced houses featured light cuttings. Heavy cut glass was decidedly hard to move at any price, the waning popularity of the "heavy" item showing no signs of recovery. The replacement of cut glass by silverware for such items as salt and pepper shakers, sugar and creamer sets, bread trays and bud vases, seems to be growing in favor with the public.



A Section of Mandel Bros. China Department

General conditions, such as the employment situation, the money market, wages, prices and building activities, are ever important to all lines of business, not excepting the pottery, glassware and housefurnishings business. In summing up, everything points to a more prosperous year during 1923.

Employment situation in the middle west during the past year has switched from one of excess labor to an actual shortage, thus assuring a greater circulation of money. Wages and prices are both considered as low as they will go, at least for some time and the present relation of wages to prices can be considered normal.

ALUMINUM—

SHEBOYGAN ALUMINUM CO.
Everything in Cooking Utensils.
New Era Line Spice Sets.
Special Prices for Percolators on Quantity Orders.

QUEEN PANTRY BREAD & CAKE CABINETS

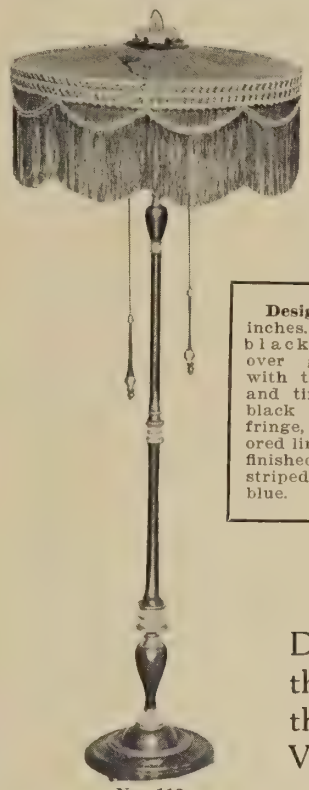
Three Sizes and Finishes.
Prices That Are Right.

At the Show in Chicago Feb. 5-17 Room—No. 55 Congress Hotel

THE McANULTY CO.
17 NORTH WABASH AVE.
CHICAGO

Exclusive Selling Agents for the Above Lines

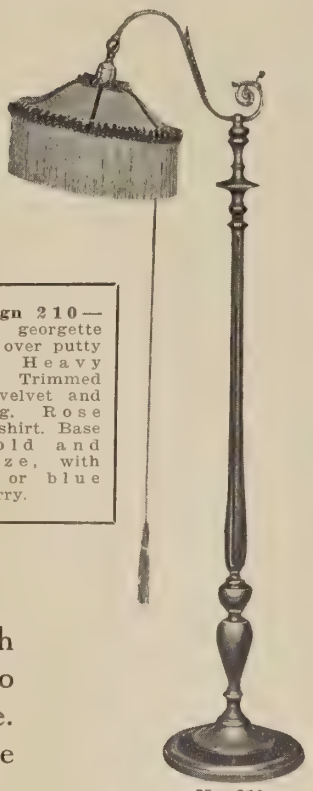
A Popular Priced QUALITY Lamp Line



No. 118

Design 118—60 inches. Shade is black georgette over gold silk, with tinsel band and tinsel braid, black and gold fringe, rose tailored lining. Base finished in ebony, striped gold and blue.

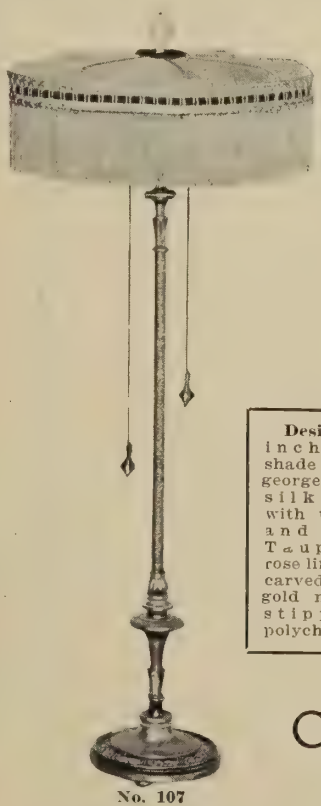
Possessing the essential quality of the highest priced floor lamps, Consolidated Lamp styles have won wide popularity because of their low cost.



No. 210

Design 210—Putty georgette shade over putty lining. Heavy fringe. Trimmed with velvet and ruching. Rose lining shirt. Base is gold and bronze, with black or blue mulberry.

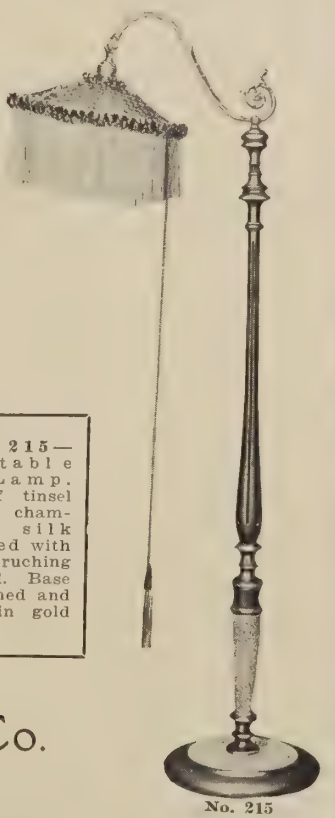
Dealers who are not already acquainted with the merits of Consolidated Lamps will find it to their advantage to investigate the line at once. Visit our new display rooms on Michigan Avenue or write for catalog.



No. 107

Design 107—60 inches. Oval shade of taupe georgette over silk, trimmed with tinsel band and velvet. Taupe fringe, rose lining. Hand carved base in gold metal leaf, stippled and polychromed.

The possibilities of quick sales and turnover on lamps of quality, priced fairly find greatest emphasis in the "Consolidated" line. Many dealers are realizing success on these lamps. You are invited to join them. Write Us.



No. 215

Design 215—Adjustable Bridge Lamp. Shade of tinsel net over champagne silk trimmed with black ruching and braid. Base hand turned and finished in gold bronze.



Consolidated Lamp & Shade Co.

1110 S. Michigan Avenue, Chicago

The Chicago Market

(*Continued from page 218*)

Kaplan, Inc., well known manufacturers of lamps and lamp shades, recently increased their capital stock from $50,000 to $70,000.

The Fair, one of Chicago's big popular-priced stores, is to construct a garage and store building at 2454 Lawrence Avenue, to cost $185,000, according to building permit issued to this company a week ago. A one-story brick building is being planned to occupy a plot of ground 157 feet by 313 feet.

Martin Carlstein, head of Martin's Mercantile Co. of Chicago, makers of metal specialties, such as casseroles, pie plates, plateaus, etc., returned recently from an eastern business trip and reports trade more active in the middle-west than in the east.

Among the new and interesting samples in Chicago show rooms are compotes, candlesticks and plates from the Cooperative Flint Glass Co. of Beaver Falls, being shown by Walter Andrews, 30 East Randolph. These come in amethyst, canary, green and blue in new and attractive shapes.

The Northwestern Picture Frame Co., 453 West North Avenue, was incorporated last week with a capital of $10,000. The firm will manufacture and deal in picture frames and portraits. The members of the firm are Lazar H. Gladstone, Myer H. Gladstone and Anita Sloan.

Plans were arranged at a recent meeting of the Mandel Bros. Pipe Club to give D. F. Kelly, general manager of the store, a dinner December 28 before he leaves the employ of Mandel Bros. January 1 to go with The Fair store. Mr. Kelly is now in Europe and is expected to return about December 15.

Mandel Bros. Pipe Club membership includes about one hundred of the firm's buyers and representatives of the contract department. The officers of the club are Alfred Johnson, President; Theo W. Saveland, Treasurer, and J. J. Dempsey, Secretary.

The meetings of the club are held with a dinner each month in the different hotels. Subjects pertaining to the furnishing and equipping of hotels, hospitals and like institutions are discussed as well as the gathering being for a general get-together of the firm's representatives.

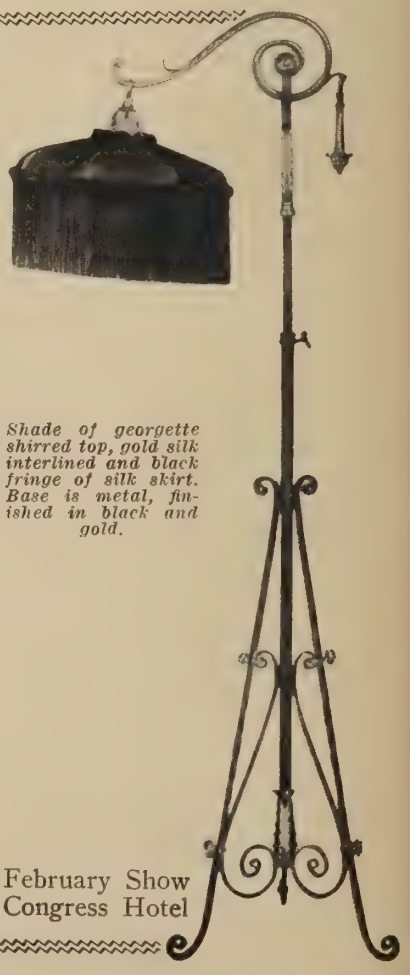
The Best Line-o-Lamps

The Name "Best"—

quickly describes, and definitely classes the lamps and shades made by this company—the *best* lamp to brighten and beautify the home—the *best* lamps for any dealer to sell.

Remember, nothing is ***better*** than the ***best.***

H. A. BEST LAMP CO.
CHICAGO



Shade of georgette shirred top, gold silk interlined and black fringe of silk skirt. Base is metal, finished in black and gold.

Permanent Exhibit
122 S. Michigan Ave.

February Show
Congress Hotel

The Best Line-o-Lamps

CHICAGO'S SECOND EXHIBIT

OF GLASS, POTTERY, LAMPS AND HOUSEFURNISHINGS

offers the most complete assemblage of merchandise displays ever gathered for the trade in America.

FOR THE BUYERS! FEBRUARY 5 to 17, 1923

Three hundred good lines occupying seven floors of the famous Congress Hotel. Buyers —make your plans *now* to come! Look over the lines shown below. Jot down in your memo book the ones you wish to see. Then set aside three or more consecutive days between February 5th and 17th, 1923, to be spent at the Second Chicago Exhibit. Do it now, before the selling rush of the Holidays forces you into an inadequate stock buying program for 1923. Together with many others to be added later, the following lines will be on display:

List of Exhibitors, 1923 Exhibit Glass, Pottery, Lamps and Housefurnishings, February 5-17, 1923.

Adler Manufacturing Co., Brooklyn, N. Y.
Advance Wood Turning Co., Chicago, Ill.
Aluminum Cooking Utensil Co., New Kensington, Pa.
Aluminum Products Co., LaGrange, Ill.
American Clay Products Co., Zanesville, Ohio.
American Stamping & Enameling Co., Masillon, Ohio.
American Woodenware Co., Manistee, Mich.
Anchor Mfg. Co., New York, N. Y.
Art Industries, Inc., New York, N. Y.
Art Lighting Fixture Studios, Buffalo, N. Y.
Artistic Metal Products Corp., Newark, N. J.
Atlas Manufacturing Co., New Haven, Conn.

Basket Importing Co., New York, N. Y.
Beaver Valley Glass Co., Rochester, Pa.
Bellaire Enamel Co., Bellaire, Ohio.
Benjamin & Leipzig, New York, N. Y.
Berghoff Importing Co., Chicago, Ill.
Best, H. A., Lamp Co., Chicago, Ill.
Bing, Ferdinand & Co., New York, N. Y.
Bonita Art Glass Co., Wheeling, W. Va.
Borgfeldt, Geo., & Co., New York, N. Y.
Borin Manufacturing Co., Chicago, Ill.
Bowman, Geo. H., Co., Cleveland, Ohio.
Brown-Reddrop, Cleveland, Ohio.
Brush-McCoy Pottery Co., Zanesville, Ohio.
Bryce Brothers Co., Mt. Pleasant, Pa.
Buckeye Aluminum Co., Wooster, Ohio.

Canonsburg Pottery Co., Canonsburg, Pa.
Carrollton Pottery Co., Carrollton, Ohio.
Cassidy Company, Inc., New York, N. Y.
Cataract-Sharpe Mfg. Co., Buffalo, N. Y.
Central Cut Glass Co., Chicago, Ill.
Central Glass Works, Wheeling, W. Va.
Central Specialty Mfg. Co., Chicago, Ill.
Chicago Lamp & Fixture Works, Chicago, Ill.
Colonial Lamp & Fixture Works, Chicago, Ill.
Continental Silver Co., New York, N. Y.
Corning Glass Works, Corning, N. Y.
Crockery & Glass Journal, New York, N. Y.
Crooksville China Co., Chicago, Ill.
Crown Cut Glass Co., Chicago, Ill.
Crystalart Studios, New York, N. Y.

Daison Mfg. Co., Chicago, Ill.
Diamond Glassware Co., Indiana, Pa.

East Liverpool Potteries Co., East Liverpool, Ohio
Ebeling & Reuss, Philadelphia, Pa.
Economy Tumbler Co., Morgantown, W. Va.

Farber Brothers, New York, N. Y.
Finn, J. B., Chicago, Ill.
Fostoria Glass Co., Chicago, Ill.
Friedman, Jos., Metalware, Inc., New York, N. Y.
Fry, H. C., Glass Co., Rochester, Pa.

Gould, L., & Co., Chicago, Ill.
Graham & Zenger, New York, N. Y.

Hall, Chas., Inc., New York, N. Y.
Hallgren, A. G., Chicago, Ill.
Hamilton Ross Shade Factories, Chicago, Ill.
Hazel-Atlas Glass Co., Wheeling, W. Va.
Helm & Soukup, Chicago, Ill.
Hesse, Michel, St. Louis, Mo.
Hirsch-Malgood Co., New York, N. Y.
Hocking Glass Co., Lancaster, Ohio.
Hodges, Wm., & Co., Philadelphia, Pa.
Hopewell China Corp., Hopewell, Va.
Housefurnishings Journal, Chicago, Ill.

Illinois Pure Aluminum Co., Lemont, Ill.
Imperial Glass Co., Bellaire, Ohio.
Indiana Aluminum Ware Co., Elkhart, Ind.
Indiana Glass Co., Dunkirk, Ind.
Iroquois China Co., Syracuse, N. Y.

Jeannette Glass Co., Jeannette, Pa.
Jefferson Co., The, Follansbee, W. Va.
Jennings Bros. Mfg. Co., Bridgeport, Conn
Jones Co., Ira A., Chicago, Ill.

K. & O. Co., New York, N. Y.
Kamenstein, M., Brooklyn, N. Y.
Katz, Frank M., & Co., New York, N. Y
Katzinger, Edward, Chicago, Ill.
Kee & Co., Soy, New York, N. Y.
Kelly & Reasner, Chicago, Ill.
Kewaskum Aluminum Co., Kewaskum, Wis.
Kindt, Geo. C., & Co., New York, N. Y.
Knapp, E. J., Candle & Wax Co., Syracuse, N. Y.
Kopf, Marcus S., Chicago, Ill.
Koscherak Bros., New York, N. Y.
Krantz & Sell Co., Honesdale, Pa.
Kurtz, Frank B., Chicago, Ill.

Lacey, M. J., Jefferson, Wis.
Lake Manufacturing Co., Rosslyn, Va.
Land-Dilks Co., Richmond, Ind.
Lazarus & Rosenfeld, New York, N. Y.
Lehman Brothers, New York, N. Y.
Leyse Aluminum Co., Kewaunee, Wis.
Lippincott Glass Co., Alexandria, Ind.

McAnulty Co., The, Chicago, Ill.
McKee Glass Co., Jeannette, Pa.
Maibrunn Co., The, New York, N. Y.
Manning, Bowman & Co., Chicago, Ill.
Marion Glass Mfg. Co., Marion, Ohio.
Markman, F. K., Chicago, Ill.
Marks, M. M., Chicago, Ill.
Martin's Mercantile Co., Chicago, Ill.
Maryland Glass Co., Cumberland, Md.
Massillon Aluminum Co., Massillon, Ohio.
Meder, E. M., Chicago, Ill.
Metal Arts Studios, Chicago, Ill.
Minnemeyer, Walter G., Chicago, Ill.
Moe-Bridges Co., Milwaukee, Wis.
Mound City Glass Co., Lumberport, W. Va.
Mueller, Wm. G., Inc., New York, N. Y
Mulvaney Art Studios, Chicago, Ill.
Munising Woodenware Co., Piqua, Ohio.
Mutual China Co., Indianapolis, Ind.

National China Co., Salineville, Ohio.
National Pottery Co., Roseville, Ohio.
Newark Art Lamp Mfg. Co., Newark, N. J.
Newton, Earl W., & Associates, Chicago, Ill.
Newton Co., Earl W., Bowling Green, Ohio.
Noe, Wm. R., & Son, New York, N. Y.
Northwood Co., H., Wheeling, W. Va.

Ohio Pottery Co., Zanesville, Ohio.
Osborne Art Studios, Chicago, Ill.
Owen, W. C., Chicago, Ill.

Paden City Pottery Co., Paden City, W. Va
Patrick, T. H., Chicago, Ill.
Peerless Light Co., Chicago, Ill.
Peru Basket Co., Peru, Ind.
Phillips Glass Co., Cincinnati, Ohio.
Pittsburgh Lamp, Brass & Glass Co., Pittsburgh, Pa.
Pope-Gosser China Co., Coshocton, Ohio.
Porcelain Enameling Assn., Chicago, Ill.
Pyrex Sales Divn., Corning Glass Wks., Corning, N. Y.

Racine Iron & Wire Works, Racine, Wis.
Rainaud Co., H. E., Meriden, Conn.
Reading Saddle & Mfg. Co., Reading, Pa.
Redmon, W. C., Sons & Co., Peru, Ind.
Red Wing Union Stoneware Co., Red Wing, Minn.
Regal Art Co., Chicago, Ill.
Rehberger & Saul, New York, N. Y.
Republic Stamping & Enameling Co., Chicago, Ill.
Retherford, R. Milt., Muncie, Ind.
Riviere Brass & Bronze Co., New York, N. Y.
Rockford Peerless Furniture Co., Rockford, Ill.
Rome Mfg. Co., Rome, N. Y.
Royal Art Glass Co., New York, N. Y.
Royal Metal Mfg. Co., Chicago, Ill.

Sanitary Refrigerator Co., Fond Du Lac, Wis.
Saquoit Toilet Paper Co., Utica, N. Y.
Saunders Co., D., Chicago, Ill.
Saxon China Co., Sebring, Ohio.
Schlesinger, M., Inc., New York, N. Y.
Schlueter Mfg. Co., St. Louis, Mo.
Schmidt Co., Hugo W., Detroit, Mich.
Schneider, J. A., Buffalo, N. Y.
Sebring Pottery Co., Sebring, Ohio.
Seneca Glass Co., Morgantown, W. Va.
Sherwood Bros., New Brighton, Pa.
Simpson, Lewis H., & Co., Chicago, Ill.
Skidoo Company, The, Columbus, Ohio.
Smith Metal Arts Co., Buffalo, N. Y.
Smith, Phillips China Co., E. Liverpool, Ohio.
Somers & Stitzburg, Chicago, Ill.
Stadler Photographing Co., Chicago, Ill.
Stage-Kashins Cut Glass Co., Lawrenceville, Pa.
Steelcraft Company, Detroit, Mich.
Steuben Sales Divn., Corning Glass Wks., Corning, N. Y.
Steubenville Pottery Co., Steubenville, Ohio.
Straub, Paul A., & Co., New York, N. Y.
Susquehanna Cut Glass Co., Columbia, Pa.

Taiyo Trading Co., Inc., Chicago, Ill.
Thompson, C. C., Pottery Co., East Liverpool, Ohio.
Tinker, F. B., Chicago, Ill.
Tribble Cordage Mills, Inc., Boston, Mass.
Turchin Mfg. Novelty Co., New York, N. Y.

Uhl Pottery Co., Evansville, Ind.
Union Brush Co., Cincinnati, Ohio.
Utility Glass Works, Inc., Lonaconing, Md.

Venon, J. H., Inc., New York, N. Y.

Wagner Manufacturing Co., Sidney, Ohio.
Wellsville China Co., Wellsville, Ohio.
West, Geo. R., & Sons, Jeannette, Pa.
West Bend Aluminum Co., West Bend, Wis.
Western Glass Co., Weston, W. Va.
Wheeling Decorating Co., Wheeling, W. Va.
Wolf, E., Inc., Chicago, Ill.

Zanesville Stoneware Co., Zanesville, Ohio.

Manufacturers! For sixteen page prospectus giving full information regarding the Exhibit, write to Ira A. Jones, Secretary, Glass, Pottery, Lamps and Housefurnishings Association, 9 North Wabash Avenue, Chicago.

Remember the date February 5 to 17, 1923

Selling Service With Merchandise

In retail salesmanship of merchandise a well posted department manager once remarked in my hearing, "that in 75 per cent of department store sales that are made, the customer enters the store without a clear idea of what she is going to buy." This is very probable not far from the fact and neither is it an unusual state of mind. Unquestionably a very large number of customers enter a store having a general idea of what they want, but depend upon viewing the display of merchandise to find the particular item which fulfills most completely this general idea. And when you come to think about this point, there is a good deal of practical sense shown by customers who thus prefer to look over the stock which a well posted buyer has combined many markets to assemble for her examination. Some customers, having made up their minds fully as to color and quality and shape and pattern, enter a store and ask for that specific article. But only a comparatively few do this. Most customers come in and look around and buy a dinnerset, glassware or a lamp only after the deliberate elimination of several numbers. And the higher the quality of merchandise bought, the more deliberate and critical the majority of customers usually are.

It is or shoudl be one of the axioms of a good salesperson to follow the customers mind as the sale progresses. Perhap the customer may desire a blue lamp base but not a blue silk shade. She may want a rose colored shade or almost any colored shade. But if she is uncertain about the color she wants, it is up to the salesperson to show what the store can offer, and to assist the customer to decide upon something appropriate that will insure the customer's satisfaction. This is not always an easy thing to do. If the customer talks freely and tells the salesperson something about the furnishings of the room she wants the lamp for, any one showing an eye for color harmony, can help the customer decide. But many customers do not talk freely, some scarcely at all, and it is up to the salesperson to try and draw the customer out and give a vague idea some definite form.

However, in selling a customer not only merchandise but service and satisfaction with it, the salesperson should not overlook the four standards by which customers decide the purchase of anything. It may be taken for granted that all customers desire to obtain the most of a certain value, or characteristic she may have in mind, for the least money. These standards are suitability, attractiveness, quality, and price. This is the logical order in which the several factors of most merchandise are grouped by the majority of customers. The first three may be varied as to first, second or third choice but the item of price is usually the last and least consideration, providing the appeal of the other dominating factors are strong and made stronger by proper display and intelligent selling talk.

There is, of course, a great difference in the way customers value these standards. Some are particularly attracted to novelty in color and form, others are more in-

Season's Greetings

to our

PARTNERS IN SUCCESS

EARL W. NEWTON & ASSOCIATES

9 N. WABASH AVE.

CHICAGO

terested in its style, while others prefer quality. The important thing for the salesperson to remember is that every customer is sold by these standards. Perceiving this it is the object of good selling to " size up " the customer and by observation discover which of these standards is the most important. This is the key to making the sale. Think it over and if you are not hitting the nail on the head as many times as you would like, analyze the four standards, apply it to your customers and it may help in selling more goods.

Sentiment Peps Up Sales

When an American exporter finds in his morning mail a photograph of a foreign customer's 5-year-old girl holding a teddy bear, says Henry H. Morse, head of the Specialties Division of the Bureau of Foreign and Domestic Commerce, in a plea for more sentiment in business, " he has reason to feel assured of that customer's patronage for years to come. The relationship between the seller and the buyer has passd from the realm of strict business to that of friendly business.

We used to be taught years ago that friendship and business could not be mixed, but now every one knows that this is as fallacious as any of the old adages and that a friendship built on business adds to the value of the business. People are human wherever we find them, they like us or they dislike us, and usually they are ready

(*Continued on page 236*)

Headquarters
DINNERWARE and
SPECIALTIES.
LIGHT CUT GLASS

TELEPHONE, DEARBORN 4700

Thomas F. Reid

Headquarters
Cooking and Serving China, Plain and decorated Hotel China, Aluminum Ware, Electric Utensils.

Room 562. Palmer House,
Chicago.

Over 500 Samples
To Select From

Gold Encrusted
CHINA
Premium Goods

Announcing——

THE Progressive China Decorating Company is now located in their new plant and are prepared to handle an increased volume of work for the retailers.

Shipping facilities now available and a larger staff of artists, make it possible to quickly fill orders.

Decorated dinner sets, etching of china and glassware and lustre work our specialties. Best domestic china used in this popular priced line.

Progressive China Decorating Co.
2617 W. Harrison St.
Chicago

LEWIS H. SIMPSON & COMPANY
17 North Wabash Avenue
Chicago

Direct Factory Representatives

ATHENS GLASS COMPANY,
Morgantown, West Virginia.
Thin Blown Tumblers and Stemware in Lime Quality, Plain, Decorated, Iridescent and Cut. Wonderful values for Special Sales.

THE FENTON ART GLASS COMPANY,
Williamstown, West Virginia.
Manufacturers of Colored Bowls, Candlesticks, Vases, Candy Jars and Etc., a more complete line of Colors and Shapes than is made by any one other factory in the world. Popular Priced.

HUNTINGTON TUMBLER COMPANY,
Huntington, West Virginia.
Thin Blown Lead Tumblers, Stemware, Bud Vases and Etc., Plain, Decorated, Needle Etched, Plate Etched and Cut. A quality line, Popular Priced.

THE NEW MARTINSVILLE GLASS MFG. CO.,
New Martinsville, West Virginia.
Finest Quality Pot Crystal Pressed and Blown Table, Hotel and Soda Ware, Plain, Decorated, Needle Etched, Plate Etched and Cut.

Reservations for Chicago Show

(*Continued from page 220*)

Pittsburgh Lamp Brass & Glass Co. ..... Pittsburgh
Pope-Gosser China Co. ..... Coshocton, O.
Porcelain Enameling Assn. ..... Chicago
Pyrex Sales Division, Corning Glass Wks..... Corning, N. Y.

R

Racine Iron & Wire Works ..... Racine, Wis.
Rainaud Co., H. E. ..... Meriden, Conn.
Reading Saddle & Mfg. Co. ..... Reading, Pa.
Redmon, W. C., Sons & Co. ..... Peru, Ind.
Red Wing Union Stoneware Co. ..... Red Wing, Minn.
Regal Art Co. ..... Chicago
Rehberger & Saul ..... New York
Republic Stamping & Enameling Co. ..... Chicago
Retherford, R. Milt. ..... Muncie, Ind.
Riviere Brass & Bronze Co. ..... New York
Rockford Peerless Furniture Co. ..... Rockford
Rome Mfg. Co. ..... Rome
Royal Art Glass Co. ..... New York
Royal Metal Mfg. Co. ..... Chicago

S

Sanitary Refrigerator Co. ..... Fond du Lac, Wis
Saquoit Toilet Paper Co. ..... Utica, N. Y.
Saunders Co. D. ..... Chicago
Saxon China Co. ..... Sebring, O.
Schlesinger, M., Inc. ..... New York
Schleuter Mfg. Co. ..... St. Louis
Schmidt, Co., Hugo ..... Detroit, Mich.
Schneider, J. A. ..... Buffalo
Sebring Pottery Co. ..... Sebring, O.
Seneca Glass Co ..... Morgantown, W. Va.
Sherwood Bros. ..... New Brighton, Pa.
Simpson & Co., Lewis H. ..... Chicago
Skidoo Co., The ..... Columbus, O.
Smith Metal Arts Co. ..... Buffalo, N. Y.
Smith Phillips China Co. ..... East Liverpool, O.
Somers & Stitzburgh ..... Chicago
Stadler Photographing Co. ..... Chicago
Stage-Kashins Cut Glass Co. ..... Lawrenceville, Pa.
Steuben Sales Divn., Corning Glass Wks..... Corning, N. Y.
Steubenville Pottery Co. ..... Steubenville, O.
Straub, Paul H., & Co. ..... New York
Susquehanna Cut Glass Co. ..... Columbia, Pa.

T

Taiyo Trading Co. ..... Chicago
Thompson Pottery Co., C. C. ..... East Liverpool, O.
Tinker, F. B. ..... Chicago
Tribble Cordage Mills, Inc. ..... Boston
Turchin Mfg. Novelty Co. ..... New York

U

Uhl Pottery Co. ..... Evansville, Ind.
Union Brush Co. ..... Cincinnati
Utility Glass Works, Inc. ..... Lonaconing, Md.

V

Venon, Inc. ..... New York

W

Wagner Mfg. Co. ..... Sidney, O.
Wellsville China Co. ..... Wellsville, O.
West & Sons, Geo. R. ..... Jeannette, Pa.
West Bend Aluminum Co. ..... West Bend, Wis.
Western Glass Co. ..... Weston, W. Va.
Wheeling Decorating Co. ..... Wheeling, W. Va.
Wolf, Inc., E. ..... Chicago

Z

Zanesville Stoneware Co. ..... Zanesville, O.

Consolidated Lamp and Glass Co.

New Table and
Boudoir Lamps



Hand Painted Glass Shades with Metal Bases—
a Variety of Patterns and Finishes

New Samples on Display
January 1st, 1923—at

J. A. JACOBSEN
17 N. WABASH, CHICAGO

The Burke Studios

4007 Drexel Blvd.
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We design and make a wide variety of shades and shields of parchment effect all decorated by hand. The designs are unusual and have a " Style " which makes them most desirable.



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9 N. Wabash Ave.
Chicago

HEFTER SALES CO.
DOMESTIC FOREIGN
MERCHANDISE
FACTORY DIRECT TO TRADE

China
Glassware
Dinnerware
and
Dutch Silver
Novelties

SPECIALISTS
featuring
RELIABLE AND PROFITABLE
MERCHANDISE

Secure Monthly Messenger containing valuable sales suggestions. Sent upon request.

HEFTER SALES CO.
222 N. STATE ST. CHICAGO

FRANK B. KURTZ
WRIGLEY BUILDING
CHICAGO

ARTWARE
of DISTINCTION

Showing
Famous Cederborg Lustre Wares

Marquette Lamps

Hand Carved Wood Importations and Majolica Ware

ROOMS—53 and 55 FLOOR F
CONGRESS HOTEL
CHICAGO SHOW
FEBRUARY 5th to 17th, 1923

Tolpin Studios
Originators of
CLASSIQUE CHINA
Hand Decorated

Gold Encrustations, Enamel Decorations and Lustre Ware on high grade China.

Complete line of decorated dinner sets, service plates, vases, bowls, dresser sets and candle sticks, etc.

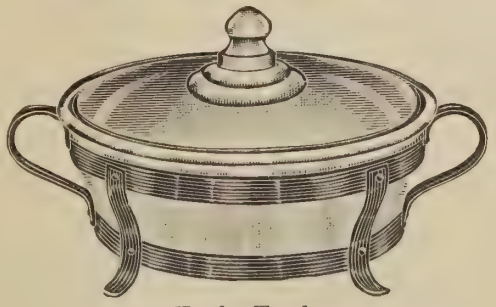
Inquiries from stores desiring the best, solicited.

TOLPIN STUDIOS
3620 W. Roosevelt Road
CHICAGO

Two Popular Patterns
from
Martin's Fast-Moving Line

Many styles of Casseroles and all standard size Pie Dishes, made of Solid Brass, finished Nickel, Silver, or Copper.
Accurate Illustrations mailed upon request





To the Trade:
Many Thanks for patronage during 1922

MARTIN'S MERCANTILE CO.
652 W. Lake St. CHICAGO

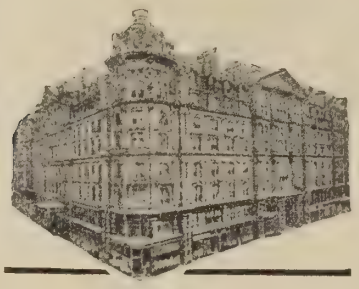
CHICAGO

READY TO SERVE BUYERS OF

CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS GIFT SHOP & ART GOODS-DOLLS & TOYS

THE PALMER HOUSE

invites you to inspect the following lines.



Albright China Co., Room 25

Fine Dinnerware and Fancy China.
I. E. Mincks, Sect'y and Manager.
W. T. Darden, Mgr. Sales.
Phone, Dearborn 4700

Crooksville China Co., Room 591

Makers of Dinnerware
Represented in the Middlewest and West by J. E. Boring
Telephone Central 5271

W. T. Darden Co., Room 51

Jackson Vitrified China Co.
T. A. McNicol Pottery Co.
Genesee Pottery Co., Inc.
Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43

Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

WALTER B. ANDREWS
30 East Randolph Street
Corner Wabash Avenue
Room No. 405

Representing
MONONGAH GLASS CO.
CO-OPERATIVE FLINT GLASS CO.
THE DUNCAN & MILLER GLASS CO.

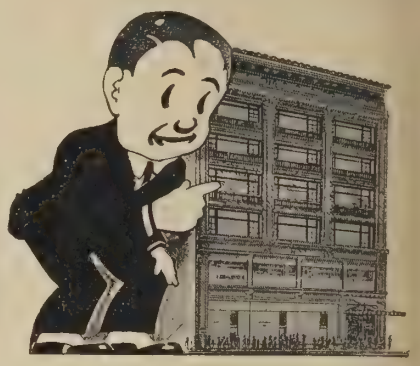
A few words in this space will bring in many dollars

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THE HAEGER POTTERIES, Inc.
Pottery of Distinction
Dundee, Illinois
Chicago display with
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17 No. Wabash Ave.

FRENCH CHINA CO.
Office and Display Room
136 West Lake Street

KAY BEE CHINA WORKS
Manufacturers
High Grade China
CHICAGO ILLINOIS



THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

THE McANULTY CO.
Aluminum Goods for special sales. Copper and nickel plated ware. Phone Central 3240.

E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
Representing Athens Glass Co., Fenton Art Glass Co., Huntington Tumbler Co., New Martinsville Glass Mfg. Co., and H. R. Wyllie China Co.

Note—Concerns wishing to secure space in this building for display purposes should apply to
ROSENBERG & LURIE
178 W. Jackson Blvd.
Phone Har. 4258



CHICAGO

READY TO SERVE
BUYERS OF
CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

THE UNITED STATES GLASS CO.

Room 409, 30 E. Randolph Street
F. T. Renshaw, Chicago Representative

OUR CHICAGO DISPLAY ROOM CONTAINS COMPLETE SAMPLE LINES DIRECT FROM OUR FACTORIES.

THE LIMOGES CHINA COMPANY

Represented in Chicago by
JOHN G. EDMUNDS
1319 Michigan Ave.

DARRAH & CONWAY CUT GLASS CO.

6 N. Michigan Ave., Chicago
Light cut stemware and tumblers.
Room 1206 Towers Bldg.
Telephone State, 7263

While in Chicago Visit
STETSON CHINA CO.
1535-37 S. State Street
Phone Calumet 0876
We are prepared to make immediate shipments.

CHICAGO

Visit the
2nd Annual Exhibit
of
GLASS, POTTERY
LAMPS AND
HOUSEFURNISHINGS
at the
CONGRESS HOTEL
Feb. 5-17, 1923

More than 300 lines were on exhibit last year and over 1500 buyers were in attendance. An event no buyer can afford to miss.

JOYCE ART STUDIO

Finest encrusted gold china work. Special lustre and gold band glassware. Original designs in floral decorations.
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Flint Glassware, Pressed and Blown Etchings, Cuttings and Iridescent.
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REPRESENTING
Pope-Gosser China Co.
Seneca Glass Co.
Susquehanna Cut Glass Co.
The H. E. Rainaud Lamp Co.
Shepherd Co.
Wood-Art Co.
Evanridge Pottery

Partners with You in Success For 1923
Earl W. Newton & Associates
9 N. Wabash Ave.

TO LET
Why not Move In?
Rent at Pre-War Level

TOLPIN STUDIOS
FINEST DECORATED CHINA
Specializing in gold encrusted dinnerware, Pompeian Lustre, and hand painted china for gift shops and department stores.
3620 Roosevelt Road
Phone Nevada 7046



Chicago as Year-Around Market

(*Continued from page 224*)

ever ornamental earthenware products are sold, has been gaining in popularity so rapidly that it was deemed necessary to enlarge the plant and general facilities in order to handle the increased business. Shortly after the first of the year, this concern will announce their new designs, shapes and colorings for the coming seasons. A wider range of quality, base and decoration will be possible when the addition to this plant is completed.

The china decorating business of the middle-west centers around Chicago, and here, also, a steady growth in production of the established concerns is noticed, as well as an increase in the number of new China decorating companies in this section. The products of such firms as the N. O. Cederborg Co., of Aurora, the Pickard Studios and J. H. Stouffer Co., of Chicago, are recognized the country over as masterpieces in the art of lustre and gold encrustations. The N. O. Cederborg Co., during the past year moved their plant from Glen Ellyn to Aurora, where they have added facilities for producing the highest grade lustre ware. The J. H. Stouffer Co. and Pickard Studios are just closing one of the most successful years in their history. Two new decorating concerns have entered the Chicago trade during the past year: These are the Tolpin Studios and the Progressive China Decorating Co. The Western China Works of Aurora, Ill., was recently incorporated by men experienced in the china decorating business, and the company's plant is now being arranged with the expectation that production will commence early next year.

Taken all in all, Chicago has made remarkable strides during the past few years as a permanent market, and it is the ambition of every member of the trade in the Windy City to make it the greatest glass, pottery, lamp and housefurnishings center in the country.

Old Time Glass Making

In September, 1865, I left college and went to South Jersey to tutor the son of the manager of a large hollow glass works, says R. M. Atwater in the first of a series of reminiscences on glass manufacturing half a century ago in the National Glass Budget. There were six green glass furnaces and two flint glass. About a month after I arrived there the manager exclaimed at the dinner table, that he was tormented beyond endurance by his inability to control the amount of soda ash put into the batch. His orders were evaded by the desire of the melters to make the sand melt easily, and of the blowers to make the glass work easily in shaping it. Yet, as soda ash was the one expensive ingredient, the use of any excess was wasteful and even serious. As we discussed the subject, I remarked that the problem did not appear difficult of solution, by simply separating chemically the proportions of soda and sand in samples taken from a pile of ten or twenty tons of batch. This surprised the manager, and he asked me to drop my teaching, equip a chemical laboratory and solve the problem. In a month I handed him a statement of the amount of soda ash actually found in his batch, which was considerably in excess of the proper and ordered proportions. The batch mixers, confronted with the evidence, confessed their fault, and regarded the discovery as the work of a wizard—a little knowledge of chemistry went far in those days. The manager asked me to become the chemist and assistant manager of the work, and I settled down to the work and continued until 1890. The chemical laboratory has continued as a permanent part of the equipment of a high-grade glass factory and is now general in this country.

In these days, South Jersey offered attractive facilities for glass making. The ground was covered with white sand of a good quality for green glass, the washing from mountains of North Jersey and Pennsylvania. Lime was easily obtained from marl and oyster shells. Fuel was abundant from the oak and pine forests. The only foreign requirement was soda ash, entirely imported until 1880 from Europe. So the twenty or more towns and hamlets wherein were glass factories earned enough to satisfy the owners, who were generally the more thrifty of the glass blowers, backed by the owners of the large forests seeking outlet for their lumber. With the passing of the fuel and lime, but few of these primitive glass works are left in Jersey.

The furnaces were of the horseshoe type with seven pots 30 or 34 inches diameter. The grates at the open and teased by a forced blast from the engine.

In these early days a Mr. Brookfield of New York had patented the use of a forced blast in the use of hard coal, and the litigation to enforce this was still in progress. Before the use of hard coal cord wood dipped in gas-tar gave a sufficient heat to flux the sand in the small pots.

About 1870 soft coal became available and the use of hard coal was abandoned. The horseshoe furnaces were replaced by the round furnace with a deep eye, using natural draft, the incoming air being preheated by passing through flues embedded in the solid masonry of the deep eye.

The open pots for green glass made glass every day. But the flint glass was melted in covered pots every other day. The only difference between the composition of the flint batch was that a little manganese and arsenic were added to neutralize the green color of the protoxide of iron in the sand. Also the glass on the end of the blow pipe was cleaned off after each bottle was blown, as it took a scale of iron off the pipe end. These "millings" were cleaned off by boiling them in muriatic acid.

Later only high test soda ash, purer ground limestone were used with purer silica from central Pennsylvania, as the demand for better flint glass arose.

Kinney & Levan's Favor Department

How This Progressive Concern Have Made It a Well Paying Adjunct to Their China and Glassware Lines

WITH their usual vision for seeing every possibility for the expansion and improvement of their business, the Kinney & Levan Co., Cleveland, Ohio., have developed one of the most attractive and original favor departments to be found in the country, and as a paying proposition it is said to be a wonderful success, which, of course, is the only point of interest for the merchant.

The heads of the concern conceived the idea that it was a perfectly logical conclusion to expect that a customer buying table appointments in china, glassware and silverware for a social function would consider it a great convenience to be able to buy special table decorations and favors in the same shop.

With this idea, the firm fitted up a department in a comparatively small way. It proved a success from the beginning, and it was not long until they were forced to increase the space devoted to the department, until now it is a feature of their interesting store.

Back of the attractive display made in the department, there is a studio located on one of the upper floors of the concern's spacious building where several artisans are kept busy, fashioning all sorts of fanciful things for decorative purposes, for special functions. Here the purchasers' ideas are carried out, or a complete decorative scheme, with all that goes with it, will be originated by the department. The work includes everything from small favors, to the most elaborate costumes, which are the last word in artistic possibilities of crepe paper.

An example of the remarkable work done by this department may be seen in the accompanying illustration, showing one of several scenes of an original costume review, given at one of Cleveland's theatres, the costumes for which were designed and executed by this concern.



Scene from a "Costume Review." Costumes Designed and Created by The Kinney & Levan Co.

Toys Scarce in England

The Christmas toy merchants this year have one of the best arguments for the "shop-early" admonition that they have had for several years. Although in the United States the Thanksgiving turkey is just beginning to have qualms regarding its fate, everybody here is beginning to talk Christmas and what it may bring forth. The first "do your shopping early" talk began to appear in the newspapers this week in the form of warnings that toys may be extremely scarce.

It is asserted that thousands of orders for toys placed in Germany early in the spring cannot be executed, partly because of the excessive demand and partly because when the orders were placed the exchange rate was 1,240 marks to the pound, whereas it now is 32,000.

It is predicted, however, that a convenient substitute for toys, especially for scientifically inclined youngsters, will be wireless outfits, for which England is developing a veritable craze. Precocious youths, to the discomfiture of their old-fashioned fathers, now are talking glibly of transmitters, coils, and using other technical terms in speaking of radio sets.

Strike in Generalware Potteries Settled

All Plants Affected by Strike Now Working—New Wage Schedule to Be Discussed Dec. 18, But Strike in Sanitary Branch Continues

ADJUSTMENT of the strike in the generalware branch of the pottery industry of the United States resulted this week in every plant in the United States, tied up by the action of the workers, resuming operations.

The strike in the sanitary branch of the industry continues, and from all present indications those sanitary plants now operating under the American plan will refrain hereafter from making contracts with the National Brotherhood of Operative Potters.

Conditions in the two branches of the industry are rather different. Representatives of local unions in the generalware branch of the trade have listened to the advice and suggestions of their national officers and members of the Brotherhood Executive Board; those in the sanitary section did not. It would, therefore, be no surprise to those who have been close observers of the situation to learn before another year ends that the National Brotherhood of Operative Potters will be composed solely of workers employed in the generalware industry.

Twenty-four hours after the joint wage conference ended in Pittsburgh, Dec. 5, between the labor committee of the United States Potters' Association and the Conference Committee of the Brotherhood there was a brief joint committee meeting of manufacturers and Brotherhood representatives to agree to a date for another joint wage conference, the purpose being to negotiate a new wage scale and to consider some subjects left open at the Cleveland joint wage conference last August. This meeting was arranged for Atlantic City, Dec. 18. This session may continue several days, but it can be put down that an amicable agreement will be written into the record and that production will not be stopped. Those manufacturers who granted their employes a seven per cent increase in wages October last are not affiliated with the United States Potters' Association. These plants are: Southern Potteries Co., Erwin, Tenn.; Mt. Clemens Pottery Co., Mt. Clemens, Mich.; Jackson China Co., Falls Creek, Pa., and the Alliance Vitrified Products Co., Alliance, O., the latter making a line of stove mountings, bathroom fixtures and similar specialties. The advanced wage paid by these firms to their employes will be taken from the employes in the percentage in which it was paid them.

All other generalware potteries idle since Oct. 1 are now on an active production basis. Kiln placers made inquiry the morning following the settlement, when they were expected to return to work, and some kiln drawers returned to work 12 hours following the settlement.

The first ware to be made after the end of the strike was in the plant of the Edwin M. Knowles Co., Newell, W. Va., the clay shops starting up in a small way Thursday afternoon.

Then day by day thereafter departments in all other plants resumed work, and by Monday of this week the western pottery district was once again back to its old-time activity.

On the afternoon of Dec. 1 the Executive Board of the Brotherhood was informed that a general meeting of the United States Potters' Association had been called to convene in the William Penn Hotel, Pittsburgh, Dec. 6, and for the purpose of the plan of operating generalware plants on the American or open-shop plan.

On Dec. 2 arrangements were made for a joint wage conference. The generalware manufacturers seek at all times to deal with the Brotherhood, because the conditions in all plants are quite similar. As long as possible the manufacturers desired to continue friendly relationship with the Brotherhood, but now the time had come when the rank and file of the pottery workers should be told that when they fail to heed the advice and suggestions of their own officers they would compel manufacturers to take other steps to put plants on a production basis.

There was a meeting of the Potters' Association Dec. 6 as scheduled, but instead of considering the question of an open shop, the happy story of the settlement of the strike was related by Mr. Wells, chairman of the Labor Committee.

It can be truthfully said that no small credit for ending the strike in the generalware trade is being laid at the feet of W. E. Wells of the Potters' Association and John T. Wood, president of the Brotherhood. It is proper at this time that praise should be given those representatives of both factions who labored, and not in vain, to make the 10 weeks' strike a matter of history and write *finis*.

In about an hour after the pottery strike was adjusted at Pittsburgh last week Leo Himmelstern, of Himmelstern Bros., San Francisco, Cal., entered the William Penn Hotel and greeted a number of manufacturers and workers. He was accompanied by Rudie C. Altschul, of the same department of his firm. "I always get a lot of news when I come into the market," Mr. Himmelstern remarked, "but, boys, this is the best Christmas gift I ever received—the news of the settlement of the strike. Gee, this is great!"

WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

WHEN decorating shops resumed Monday, about the first thing to command the attention of the shop managers was the getting out of sample lines of new decorations for 1923. Only a very few new patterns were put through before the strike went into effect and it was beginning to look as if January would roll around and without the usual number of new decorations. While these lines were being put through, decorators were also engaged on the usual lines for immediate shipment.

The embargo order on the Pennsylvania railroad east of Pittsburgh will seriously handicap shipping to the eastern trade. This inconvenience will continue until the embargo is lifted. However, some ware is getting through to the east over the Youngstown & Ohio River railroad, via the Erie, out of the East Liverpool territory. Shipping to the south, west and northwest seems to be normal, and few, if any, embargo orders have been reported in the East Liverpool shipping district to those points.

Although buyers are in the very heart of their holiday trade, especially the department store men, a host of buyers is looked for in the East Liverpool district during the next ten days. There is bound to be one grand rush to look up back and unfilled orders. Some old business is expected to be cancelled, and enlarged specifications filed in the place of these.

All bisque and glost ware in the plant of the Crescent China Co., Niles, O., when the Sebring interests sold that shop some months ago has been removed to Sebring. When the sale of the plant was completed the agreement was that the Sebring interests should remove all their own stocks before January 1, 1923.

It is very likely that ere many more months pass another research chemist will be added to the trade in the East Liverpool district. Inquiries are now being made to the American Ceramic Society for such a man by an East Liverpool manufacturer, and the specifications are now in the hands of Ross C. Purdy, Secretary of the Ceramic Society. There are now three generalware firms in the East Liverpool district employing research men, with the result that these firms are saving money by stopping factory leaks and at the same time producing a higher quality of merchandise.

Perhaps six new dinnerware patterns will be shown by the West End Pottery Co. for the January trade. These will be on the "Seneca" plain shape of this firm and will consist of borders and sprays.

W. E. Wells, of the Homer Laughlin China Co., Newell, W. Va., delivered the principal address during the annual Memorial Service of the Elkins, W. Va., lodge of Elks, Sunday, Dec. 2. He went from Elkins direct to Pittsburgh to attend the wage conference meeting.

Rather rapid progress is being made upon the construction of the new plant of the Crescent China Co., being built by the Sebring interests near Sebring. Some machinery has been placed in the "slip" house, and as soon as possible other equipment will be installed in the clay shops. This new shop may be completed to be put on a production basis early in 1923.

George C. Thompson, of the Thompson Pottery Co., is now able to be at his desk with more regularity. Mr. Thompson suffered a broken leg some weeks ago and has sufficiently recovered to permit him to attend to business.

The new three-kiln plant of the Homer Knowles Pottery Co., Santa Clara, Cal., is ready for operation. Mr. Knowles came east last week to attend a meeting of the Potters' Association in Pittsburgh and then spent some days in East Liverpool enlisting a company of pottery workers. Two kilns of saggers are ready to be fired. The construction of this plant is such that additional kiln units can be easily attached.

Langley Hawthorn, dinnerware buyer for Abraham & Straus, Brooklyn, N. Y., was the first buyer to reach the market following the receipt of news of the settlement of the generalware strike. He got into the market Thursday last, leaving New York the night previous, exactly 24 hours after the strike was declared off in Pittsburgh.

Stocks in warehouses in the East Liverpool district are "shot," as it has been put. During the idle period there was more or less shipping out of the East Liverpool district, although there were a few of the larger firms that did not ship a package. In the latter instance stocks in these plants are just about normal, while in the other instances there is a marked scarcity of some items and a surplus of others. Especially is this true of the stocks of plates, teas, and other staple items. Just for the moment it is almost impossible to ship orders in complete form and as specifications call for.

First kilns were lighted Saturday last, and these were burned off over Sunday and drawn Monday. It is recalled that wherever it was possible every kiln was filled

before the strike became effective. Not all of these were fired off. Where kilns were fired off, they were not drawn, but since Wednesday last kiln drawing has been active throughout the district. It will be but a little while until the manufacturers will have "caught up" on their stocks.

When the Hopewell China Corporation, of Hopewell, Va., started in business the plant possessed only two decorating kilns. A year or so later two other kilns were added, and during the recent pottery strike still two more were built, giving the plant a battery of six decorating kilns. This addition will greatly increase the capacity of the decorating department. A. J. Strikow, general manager of this plant, when in the East Liverpool district a few days ago, announced that the company had a rather large order file and that the plant would hereafter be operated to capacity.

Among buyers in the district since the settlement of the strike are: Leon Neubrik, with Crowley, Milner Co., Detroit; H. Ballentine, with J. L. Hudson Co., Detroit; Mr. Martin, with Jordon, Marsh Co., Boston; Ferd. Daudt, of the Daudt Glass & Crockery Co., Toledo.

Announcement has been made by Edward Schramm, of the Onondaga Pottery Co., Syracuse, N. Y., of a Colloquim on feldspar classification and specifications to be conducted at the Silver Jubilee Convention of the American Ceramic Society to be held in the William Penn Hotel, Pittsburgh, Pa., Feb. 12-16 next. All members of the society have been asked by Mr. Schramm to contribute to this section of the program of any information they may possess.

Gilbert R. Smith, basement department of Marshall, Field Co., Chicago, Ill., accompanied by Mr. Williams of the second floor department; Harold Clark, with Lanaburg & Bro., Washington, D. C.; Louid Klayfe, with Bloomingdale Bros., New York City; Paul Schneeloch, with Borgfeldt & Co., New York.

The Smith, Phillips China Co. will resume full operations in all departments Thursday, December 14. Some kilns have been drawn, and kiln placers are now at work.

Roy B. Henderson, president of the Carrollton Pottery Co., and George B. Fowler, sales manager of the same company, spent the last week end visiting among friends in this district. This plant went on full time last Monday.

Potters' Association Likely To Hold Meeting in Washington

"We'll have an annual meeting of the United States Potters' Association, but we'll not arrange for a time or place until after the joint wage conference in Atlantic City next Monday," declared T. A. McNicol, chairman of the Executive Committee of the Association, this week. It is likely that the next general meeting of the Association will be held in Washington in January, but this does not come from an official source.

T. W. HAMILTON

139 Fifth Avenue, New York

WESTON GLASS COMPANY
Plain Blown Glassware

SUSQUEHANNA CUT GLASS COMPANY
Extensive Line of Light Cut Glass

Lines Will be Shown at Fort Pitt Hotel, Pittsburgh, During January

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

RECEIPT of new business on all general lines of glassware is reported by manufacturers in this district to be rather brisk. All holiday merchandise has been shipped, and manufacturers are in the majority of instances giving attention to 1923 business, or those orders specified for January shipment and for early January sales.

Walter F. Jones, for 28 years with the United States Glass Co., first beginning with the company as an office boy, has resigned from the sales department and, effective January 1, will become associated with Thomas H. Butcher in the agency business in Chicago. Mr. Butcher for years has been with the Central Glass Works, Wheeling, W. Va., and the Central line will be handled by Messrs. Butcher and Jones in the territory between Pittsburgh and Denver. In addition to the Central line, the office will also represent in the same territory the Paden City Glass Mfg Co., Paden City, W. Va. This new agency will have its office and display space in suite 302, Heyworth Building, Chicago, but it will also maintain a display in suite No. 702, Ft. Pitt Hotel, Pittsburgh, during the January Pottery and Glass Exposition. Mr. Jones has been traveling the west and northwest for the "States" for many years, and his retirement from the organization came as a surprise to his many friends. The Chicago display rooms will be opened January 1.

J. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., when in the district late last week, announced that early in the year it was possible that several new items would be added to the Jefferson line. The capacity of this plant is to be increased, although the extension program has not been definitely determined.

Homer Knowles, head of the pottery firm of that name of Santa Clara, Cal., when here last week announced the formation of the Homer Knowles Sales Agency, with display space on the ground floor of the new Furniture Exchange Building, San Francisco. Mr. Knowles will have associated with him as manager of the Sales Agency W. J. Lee, of Chicago, who left there last week for the coast. The new company will act as the selling agency for the Homer Knowles Pottery Co., of Santa Clara; Maryland Glass Co., and the cooking ware line of the Paden City Pottery Co., Paden City, W. Va.

The Board of Directors of the Central Glass Works, Wheeling, W. Va., has declared a quarterly one per cent cash dividend to stock of record as of December 15 and payable December 25. The last sale of this stock was at $100 par, and the most recent quotation is 105 asked, with no bidding.

Production is to be started immediately in a portion of the new plant at Zanesville, O., of the Kearns-Gorsuch Glass Co., an arm of the Hazel-Atlas Glass Co., of Wheeling. Construction of the new plant was begun about two years ago, and this has progressed to such an extent that a portion of the shop can be put in operation.

The management of the Bellaire (O.) Bottle Co. has not determined what improvements will be made to the plant, which was recently damaged by fire. Whether the plant will be abandoned or improved will be decided within the next few days, it is said.

According to information received here, stockholders of the Modern Glass Co., Toledo, are now subscribing new stock to put the company on an operating basis. The production will feature lighting bulbs, according to present plans.

The Alley Glass Co., which proposes to erect a new plant at Shinnston, W. Va., in which tumblers and a general line of blown ware will be made, will soon take bids for the erection of its new $250,000 plant.

The capital stock of the Dunbar Flint Glass Co., Dunbar, W. Va., manufacturers of lighting glassware, has been increased from $100,000 to $225,000. It is understood here that the company proposes to make a number of extensions to its plant at an early date.

A Glass Substitute

A transparent substance which, while not indestructible, is hard to break by force or heat, has been discovered by Dr. Vaclav Horak, a Czech engineer. He calls it "Silex." It costs about three times as much as ordinary glass so it is not proposed to use it for the manufacture of such articles as have hitherto been made of glass, but rather to employ it as a substitute for earthenware, porcelain, enamel and aluminum. For the kitchen its use is obvious. It is cheaper than enamel or aluminum, is more easily cleaned and by its transparency enables the cook to see how the cooking is proceeding without lifting the lids, etc.

At a recent demonstration in Prague, Dr. Horak tested his invention by driving nails into wood with a hollow stick made of this glass. Thin tumblers dropped on the floor from a height of a couple of yards failed to break. A "Silex" vessel was placed on an open fire, filled with water and the water boiled without injuring the glass. The same vessel was not affected by a temperature of 400 deg. C., nor was it injured when plunged into cold water after heating.

Why Some Salesmen Fizzle

(*Continued from page* 194)

score of different fields, but finally when he got into the business of adding machines he became a knockout. Why? Because for the first time in his career he could wax enthusiastic about his goods, and all due to the fact that he was a born mathematician.

"So, I would say to every salesman: 'Conquer fear and sell something you genuinely like.' Many a failure has enormous potentialities to draw upon if he would do these two things."

A man who makes a specialty of salesmanship methods for one of the largest firms in the country, and travels the length and breadth of the land to gather his data, summed up his impression for me in the following words:

"One of the most perfect salesmen I ever saw was a newsboy who used to stand, with several others, at one of the entrances of a great railroad terminal. He had six rivals, but they never were in the running. This lad never forgot his customers' tastes. Their particular papers were always ready for them, folded, as they approached him. And he remembered hundreds of customers in this way. Making change had become with him a quick, almost automatic, process. He smiled engagingly and had a pleasant word for those who encouraged it. I watched him for several years, wondering when the time would come when some shrewd employer would recognize his ability. Then for a week I missed him. I inquired of one of his companions. Yes, 'Joe' had been invited to take a fine job in a wholesale house downtown. What was 'Joe's' secret? Simple. *He was always thinking of his customer!*

"Most salesmen go to a man to *take* something, not to *give* something. That is the egregious, fundamental error made every day in the year, everywhere along the line. Getting an order day's work, but the rarely wise salesman, who is certain of enduring success, is the one who tries to be constructive in the interest of his customer, and sees beyond his immediate sale. The mediocre salesman only knows that he sells soap, or toothbrushes, or underwear, or automobiles, or what-not, and does not give constant thought to the uses and advantages of his goods to his customer. He does not put himself in the other man's place.

"A constructive imagination is invaluable to the salesman, and next to that is a thorough knowledge of what he is offering to the market. The first-rate salesman is indeed a rare bird, and what distinguishes him from the common ruck is knowledge of what he is selling and his helpful interest in his buyer.

"But the salesman is not entirely to blame for his general lack of consequent failure. Manufacturers and sales managers are equally at fault. They do not insist upon training tht calls for the proper study of their commodities and a fund of knowledge that shall equip the representative adequately against all opposition. They permit salesmen to go out half-cocked. Then the majority of them never think it is necessary to keep feeding ideas and inspiration to their men on the road, to keep them from growing mechanical, and getting into a rut. To put it baldly, manufacturers and sales managers do not demand high standards of ability and conduct in their salesmen, and salesmen do not realize that their own best interests lie in becoming better and better every day. Everywhere, on all sides, the salesman meets the same sales resistance—a thousand reasons for not buying. But, with proper study, he ought to have a thousand and one reasons for buying. And that calls for head-work.

"Napoleon, they say, used to insist on his generals having long noses. I don't know how that would work out with salesmen. But I think Napoleon would agree that his generals should have four things that I consider of first importance to the salesman—lack of fear, obedience to discipline, imagination enough to put himself in the other fellow's boots, and knowledge of what he is doing."

Quick Turnover Yields Profits

(*Continued from page* 112)

attention to turnover is the cause of so many small, inefficient merchants now operating in this country. Since they are able to stay in business, it is evident that the public is supporting them, and that they are being supported at too great a cost. This is a matter in which every consumer is very much interested, as it affects his cost of living very directly.

Added to the saving in expenses by a more rapid turnover is the item of mark-downs, which average about 5 per cent in the less efficiently managed store. This figure means that the merchant with such a mark-down must add 5 cents to every dollar's worth of sales he makes in order to even up this loss, which is due very largely to defective merchandising.

It is the advantage arising from a quick turnover that enables the merchant in the large city not only to compete with, but very frequently to undersell the stores in the smaller communities. This fact is even more remarkable when it is considered that rents are many times higher in a large city than in the smaller towns. All operating costs are, likewise, much higher, so that a store with a slow-moving stock is forced to adopt better selling methods or retire.

Stock and Turnover

It is important to invest in as large a stock of goods as possible to carry, for this extends the field with which the store transacts business. By offering a large variety of goods a greater volume of business will be done and by buying more often in comparatively small lots the merchant maintains a good rate of turnover. All successful department stores do this, and while a big store places large orders, you will invariably find that it never buys heavily of any one item but spreads the merchandise investment out well to give as big a variety as possible. This careful buying cuts down the loss occasioned by mark-downs and gives a high rate of turnover.

WANTED

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Salesman for 1923, having a thorough knowledge of the china and earthenware lines. Territory South, Southwest and East. Preference to those having an established trade. Salary and commission. In reply give full outline of recent experience. Fisher, Bruce & Co., Philadelphia, Pa.

EXECUTIVE WANTED—Excellent position open for experienced man as Production Superintendent in well established general ware pottery. Will be required to oversee and manage routing of all orders from glost kilns to shipping department, with general supervision over all departments included under above schedule. *Must be quality man.* Box 225, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

MAN of unusual experience in selling china, earthenware, hotelware and kindred lines. Established reputation as a producer. Will consider proposition from first class house from January 1, 1923, to travel New York, Pennsylvania, the New England States as well as Baltimore and Washington. Unquestionable references. Address Box 218, care CROCKERY AND GLASS JOURNAL.

BUSINESS OPPORTUNITIES

FOR RENT—Salesroom space with Henry Witte, 24 West 23rd Street, about 1,000 square feet with splendid fixtures.

FOR SALE—Glass plant now in operation. Two tanks with sufficient land to double present capacity. Natural gas. Well located as to raw materials, with cheap incoming and outgoing freight rates. In good condition. Factory to be sold at bargain. Reason for selling, "non-resident." Address Box 228, care CROCKERY AND GLASS JOURNAL.

ASSISTANT BUYER FOR CHINA DEPARTMENT

Frederick Loeser & Co., Brooklyn, N. Y., require an Assistant Buyer for their department of China, Glass and Art Wares. A man of ability and a high grade experience will find this an excellent opportunity. Apply to Superintendent, fourth floor.

ASSISTANT BUYER FOR LAMP DEPARTMENT

Frederick Loeser & Co., Brooklyn, N. Y., require an Assistant Buyer for their department of Lamps. He should be qualified by high grade experience and proved ability. Apply to Superintendent, fourth floor.

Hispano-Moresque Pottery

(*Continued from page 99*)

of the 15th century, the manufacture of lustre pottery was carried on at various small towns near Valencia. In 1484 it was produced at Kislata, Paterna and at Gesarte, flourished at Calatayud in 1507, at Nuel and also in Aragon in 1589. In the Valencia district much ware for ordinary use, ornamented with blue on white was also manufactured.

When the characteristic Moorish lustre wares ceased to attract the wealthy, they quickly declined, but decorative peasant pottery continued to be made. Italian Majolica were imported into Spain in the 16th century, as Hispano-Moresque ware had been exported two centuries earlier. This influence of the Italian wares on Spanish potters and the number of Italian majolists who went to Spain, was responsible for the development of the painted blue, green, yellow and purple wares which made their appearance at Valencia and near Seville. An important center of production was at Talavera, where wares are mentioned as being made as early as 1560 and were introduced into Mexico by the Dominicans about 1600. Late in the 18th century the manufacture of porcelain and earthenware was introduced in Spain and imitations of the productions of Wedgwood soon replaced the older tin-enamelled wares.

Show Costs and Values

(*Continued from page 117*)

tem in operation, it is necessary to take the inventory at retail only, thus eliminating the chances of errors through the copying and decoding of cost marks.

It is considered to be good conservative accounting practice to price an inventory at cost or market, whichever is the lower. The retail method has a tendency to value the merchandise at cost when the market is higher and at value or market when the latter is lower. Not the least of its advantages is that it provides for a complete monthly operating statement, making it possible to issue an accurate profit and loss statement for the business as a whole, as well as for each individual department. The figures affecting the gross profit being available at all times, unnecessary waste can be prevented through the elimination of losses that would not otherwise be discovered until the close of the year.

Big Pittsburgh Show Forecasted

(*Continued from page 191*)

WM. PENN HOTEL

The Art Metal Works	New York
Steinfeld Brothers	New York
Aluminum Goods Mfg. Co.	Wisconsin
Francis Leffler	New York
Max Lowenstein	New York
Beh & Company	New York
Pickard Studios, Pickard Art China	Chicago
Royal Art Glass Co.	New York
Samuel E. Bernstein	New York
The Basket Importing Company, Inc.	New York
Hugo W. Schmidt Picture Frame Co.	Detroit
Salem Brothers	New York
Farber Brothers	New York
L. Pellegrini & Co.	Philadelphia
Ben S. Loeb Co.	New York
A. H. Bien	Philadelphia
F. J. Tiedeken	Philadelphia
Heisler, George	East Liverpool, O.

HOTEL HENRY

Geo. R. West & Sons	Jeannette, Pa.
Paul A. Straub & Co.	New York
Herbert & Neuwirth Co.	New York
Cataract Sharpe Mfg. Co.	Buffalo
United Cut Glass Co.	New York
Wulkan & Glass Co.	New York
Lillian Mfg. Co.	New York
Geo. Borgfeldt & Co.	New York

Silver-Plated Ware

Mahogany Goods
Smokers' Stands and Sets
Mahogany Serving Trays
Mahogany Candlesticks
Mahogany Nut Bowls
Table and Floor Lamps
Silk Lamp Shades
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Clocks
Jewelry
Leather Goods
Gold Filled Knives
Toy Jewelry
Toys
Novelties

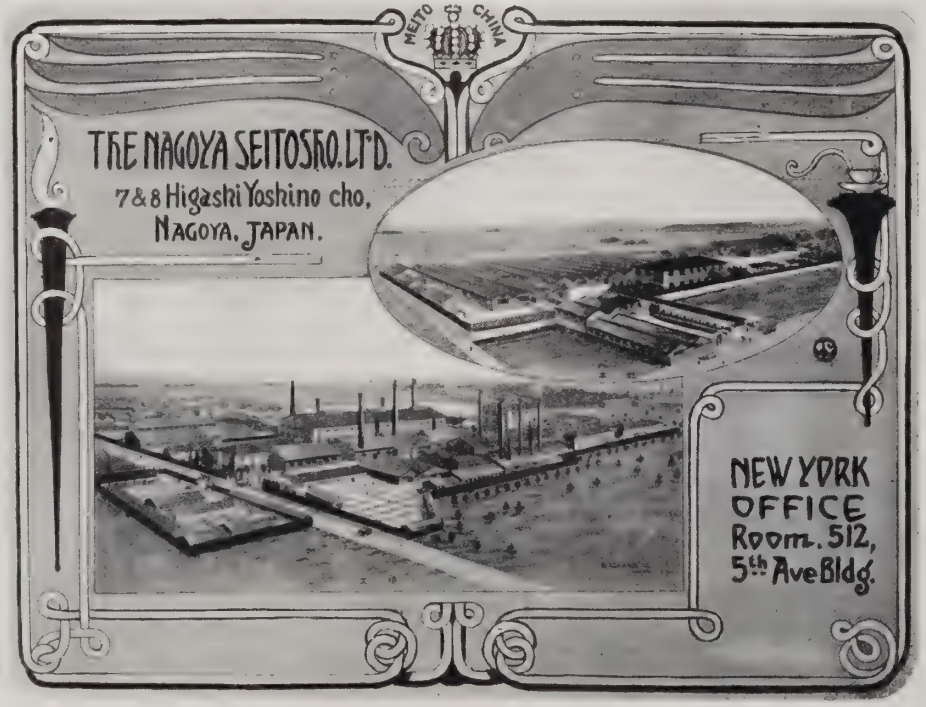
A Merry Christmas and A Happy New Year

Our thanks for your share in our success and our assurance that we will continue to work toward your success.

Our new line for 1923, ready and on display early in January, will convince you of this.

Visit us, and you'll thank us for what we have to show you in special sales items.

VISIT US IN CHICAGO—AT THE CONGRESS HOTEL



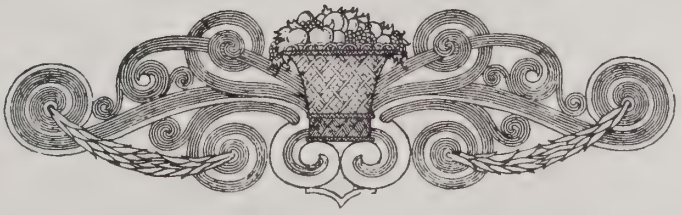
High Grade Dinnerware and Fancy China

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Patronize Boston Offices

Make New England Greater



BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

BOSTON NEWS NOTES

By

R. B. HEMENWAY, Representative

HENRY PENN, one of Boston's foremost florists, last week used the Acme Fruit Vegetables in all their glory to good advantage. The green and red of the peppers and the greens and reds of the cucumbers and tomatoes and the yellow of the carrot, with a faithful representation of the lowly potato, were shown for the first time in Boston and attracted large crowds to the Penn store. Henry Penn, who was probably the first man to use "Say it with flowers—say it with ours" for a slogan, which is known all over the United States, told the representative for the CROCKERY AND GLASS JOURNAL that he had found that such a display brought far more business to his store than a purely cut flower display, beautiful as it might be. Penn also has opened an annex in which he has on display pottery, glassware and specialties in which he features everything from smoking sets to vases, bowls, and lamp bases. The annex is located at 5 Hamilton Pl., and is in charge of two competent young ladies. He is showing a line of Fulper vases, Wedgwood Ware, Czecho-Slovakian ware, Volpato two tone luster ware and a very pretty line of German goods, as well as a line of Lavinite vases, "the pottery metallique." These are proving popular for lamp bases as well as for flowers.

The Jordan Marsh Co., Boston, Lord & Taylor, New York, and James McCreery & Co., New York, have combined to form a new foreign buying organization with an annual wholesale purchasing power of approximately $3,000,000, according to a statement by George W. Mitton of the Jordan Marsh Co., this week. The new organization has been made for the double purpose of effecting economies in foreign purchases and to obtain first hand information of style tendencies and the proper and prompt adoption of the ideas to meet our conditions. It is planned to have offices in Paris, London, Berlin, Brussels, Frankfort, Vienna and as many other points as may be found necessary to cover the purchasing and forwarding of goods from the various centers to the member stores of the organization. It is planned to have foreign buyers make frequent trips to the United States as well as to have our domestic buyers make trips to Europe, to effect co-ordination of ideas.

"Current Affairs," a weekly magazine published by the Boston Chamber of Commerce, does a lot of other things besides boost Boston. In its last issue it prints a paragraph on its business relations page which is worth repeating and which is hereby offered:

"All business is based on confidence. If buyers and sellers generally have little confidence in the business situation, a depression may be said to prevail for there usually is little business. If the seller doesn't believe in the buyer, the chances are ten to one there will be no sale. If the buyer places no confidence in the seller or his goods, there can be no business. Producers, manufacturers, wholesalers, retailers, consumers—everybody must believe in everybody else and in every article that they buy or sell in order for business to enjoy its greatest possible movement."

OBITUARY

Charles S. Cook

Funeral services for Charles S. Cook, president of the A. Stowell Co., were held on Thursday, December 7, at the home of his son, Charles, Jr., at 70 Valentine St., West Newton, Mass., at which the immediate family only attended. Mr. Cook died on Monday, December 0 at the Brae Burn Country Club, where he had been living for some time. He was seventy-four years of age and a native of New Bedford, Mass. He was the son of Abijah and Esther (Baker) Cook and came to Boston at an early age. Soon after, he entered the employ of A. Stowell & Co. His rise in the concern was rapid and finally he became a partner in the business. When the concern was incorporated he became its president, serving in that capacity until his death. Much of the success of the present organization which celebrated its 100th anniversary during the past month, was due to the untiring efforts of Mr. Cook. His loss will be felt throughout the trade. Two sons, Charles, Jr., and Arthur D Cook, both residents of Newton, survive him. Both sons were associated with their father in business. The burial was in Canton at the Knollwood cemetery.

Isaac F. Woodbury

Isaac F. Woodbury, president of the Mitchell Woodbury Co., Boston, died at his home in Allston, Mass., on December 11th at the age of seventy-three years. He was never actively engaged in the business of the above concern, having come in the company through the death of his brother Charles several years ago, in the interest of the latter's widow.

Mr. Woodbury was born in Salem, N. H., Oct. 30, 1849, the son of Isaac W. and Caroline (Parker) Woodbury. He was educated at Tilton Seminary, Tilton, N. H., and came to Boston in 1868, where he served as an apprentice mason, in later years rising to the position of one of the best known master-builders around Boston. In 1875 Mr. Woodbury formed a partnership with George E. Leighton and as Woodbury and Leighton this combination continued until 1903. Mr. Leighton then retiring, Mr. Woodbury established the concern of I. F. Woodbury & Sons

(Continued on page 251)

ESTABLISHED IN 1874 PHONE STUYVESANT 6052

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DOLLS AND TOYS
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VOL. 95 DECEMBER 21, 1922 No. 25

AS THE EDITOR SEES IT

KNOW YOUR BUSINESS

ONE of the reasons advanced by organizations and individuals who have made a more or less thorough investigation and inquiry into the cost of doing business as it is being conducted today is, that prices are high not only because of the higher cost of production or costly distribution but because there are too many stores. A good many merchants in the small towns will likely agree on all three points. But in agreeing that prices are higher than they would like to have them, not many will be found who will not wax indignant at the mere suggestion that their own store could possibly be dispensed with. There is some truth in the "too many retailers" idea, just as there is a good deal of truth in the high price of coal being largely caused by wasteful mining methods. In the coal industry there are too many mines, too many miners and too many operators to run this basic industry with economy. With too many mines and miners too much coal would be produced if all the mines were operated full capacity throughout the year, so the output is restricted to give employment for a short working week and a short working year. All of which is contrary to good and efficient management, for a business can only be run with the greatest efficiency when it is keyed up to a capacity basis.

A GOOD many stores are conducted on much the same inefficient plan as the coal mines. While no store is closed during any business day in the year, a good many are kept open without making very much profit on many days in the year. And one reason why many are not making very much profit is due chiefly to lack of efficiency in management. In the sense that there are too many badly managed stores, it is likewise true that there are too many stores. And as competition grows, these badly managed stores are the ones which are sure to drop behind and gradually slip back until they are closed finally as unprofitable. Modern storekeeping is a many-sided business enterprise, and to conduct it successfully, the merchant must be a good business man. First of all he must know his particular merchandise lines and the better he knows them and measures his customers needs, the more successful will he be. There are comparatively few merchants of any standing who do not know their goods, but there are a great many who know their goods but who do not know very much about the other important phases of their business. Instead of having records to fall back upon to guide them, a good many depend upon guess work. Business is a matter of facts and figures and this guessing about prices, about sales and about stock on hand, cannot be construed as good business.

WHILE it is almost impossible to run a big store for a short time on guess work methods, it is possible to manage a small store for a long time in a downright slip-shod manner. Where overhead in the big store would soon eat up the profits, the owner of a small store may be able to make a living in spite of poor management by putting in more hours of labor himself. But this is not good business. Efficiency in store management is as essential to the successful small store as it is to the big store. It is only through efficient methods of management that any store, large or small, can serve its community best by eliminating waste and distributing merchandise at the lowest cost and with a fair profit on the capital invested. This brings us back to the begin-

ning; know your business thoroughly, not merely the merchandise you handle. No store is too small to be efficiently managed and no elaborate systems are required to furnish the facts needed. Many facts are useful, but some facts are essential and the essential ones are those which indicate the percentage of sales from month to month, the kind of goods which have been turned over and the stock of goods on hand. These facts and figures can only be obtained through keeping an accurate accounting system. It need not and should not be a complicated system in a small store, but it should be accurate and enable the merchant to know how he stands without resorting to guessing. In order to build future business upon the foundation being laid in the present, the merchant must know what his business was last year, must compare sales from month to month and know why increased sales were the result of this or that selling idea. If no accurate business records are kept and the merchant must depend upon guess work to determine his future operations, he is conducting his business under a very definite handicap and cannot compete on an equal footing with more enterprising merchants who base their operations on facts and figures and not upon speculation.

On the Business Road to Profit

The Two Ends of Overhead and the Seven Steps Defined by Well Known Accountant

By M. L. Seidman, C. P. A., of Seidman & Seidman

OVERHEAD has been the business man's after-war bugbear. It has been discussed, feared, molested and operated upon. Its reduction has been held out as the only possible means of retaining the life of a business in the light of post-war conditions. It has been the many-legged monster of the merchant and has probably been the cause of more loss of sleep in the last two years than any other element in business. Yet, peculiar as it may seem, there are very few, indeed, that have ever stopped to think about just where "overhead" begins and ends. I have seen any number of splendid articles on the analysis of business expenses, on their classification and their treatment in accounts. Minute lines of demarcation have been drawn between one kind of an expense and another. The business man has been shown just what is and what is not the cost of his goods. But it is surprising how little light can be obtained on the generally discussed and misunderstood term "overhead."

Overhead has been usually referred to in the books as the "cost of doing business." Yet, if one stops to think a moment, it will be found that the average business man looks upon overhead as the cost of not doing business. One constantly hears of the necessity of doing business in order to cover a certain "overhead." The very word conveys the thought of something hanging over the head of a business, independent of the volume of business done. It is that thought which I believe the average man has as his conception of "overhead." For, in any business, there is a certain amount and class of expenses that cannot be dispensed with if the business is to continue to operate. In that case overhead expenses consist of all expenses which are not directly chargeable either to the customer or to particular sales.

The goal of business is profit. In order to arrive at profit, it is first necessary to make two distinct outlays—first the cost of goods, and second, the cost of conducting business. The true cost of goods includes not only the purchase price but all expenses of transportation, drayage, etc., necessary to bring the goods to a saleable and deliverable condition. Then come the costs of doing business—selling and delivery expenses, administration expenses, fixed charges, etc. I have always liked to picture the road to profit by means of seven steps, as follows:

(1) Profit; (2) fixed charges, upkeep and miscellaneous expenses; (3) management and office expenses; (4) delivery expenses; (5) selling expenses; (6) buying expenses; (7) primary cost of goods.

It is the steps between the primary cost of the goods and the top step of profit that is quite generally referred to as the cost of doing business. Overhead lies somewhere between those two points, but may be a small part only of the total cost of doing business. Buying expenses which usually consist of salaries and wages of buyers, traveling and other expenses may be increased or decreased in proportion to volume of business. Selling expenses may include such items as salaries of sales force, premiums, commissions, etc. It may also include advertising of various kinds.

A number of these elements will be readily seen to vary in proportion to the volume of business Commissions to salesmen may disappear entirely, salaries of sales force may possibly be cut down to a point where the part time of a single individual is utilized in order to maintain business life. Newspaper advertising may increase or decrease, depending upon the policy of the merchant under a given set of conditions. Management and office expenses consisting usually as they do, of salaries of management, bookkeepers, stenographers, etc., may vary materially in proportion to volume of business.

Fixed charges and upkeep such as rent, light and power, insurance, depreciation and the like, on the other hand may be almost constant under all circumstances. Yet it could not be said that it is only this group of expenses that represents the overhead of a business, merely because it consists of items that are little affected by busi-

ness volume, for even these would change to some degree at least in proportion to business done. "Overhead" to the going business therefore, is that amount of daily expense that would continue even if sales were suddenly stopped or were very materially and radically decreased.

When the falling off in business is considered to be only a temporary affair not justifying the application of a "knife" towards its reduction, the overhead might be permitted to continue almost to the full extent. To reduce overhead, however, and still continue to do business and maintain an organization capable of performing efficiently upon the return of business volume, there must be a boiling down of each element of expense to such a point where the management considers it safe for prevalent conditions, but not overlooking the possibility of early improvement.

It will be seen therefore that overhead is a "pretty slippery sort of an animal," and in trying to get at its beginning and its ending, one would almost conclude that it has neither if applied generally. Yet if applied to a specific business, it certainly represents a definite burden hanging over that business which must be covered by a specific volume of sales before profits can even be thought of. It is the "skeleton" of operating expenses, and I suppose that when one says that he has cut his expenses to the bone, he really means that he has reached that skeleton.

Success is the reward belonging to that group of business men that have learned to cut close to the bone and yet leave enough recuperating ability for the overhead skeleton to take on plenty of flesh in the shortest possible time, if conditions require it.

Trade Associations and Prices

There still appears to be considerable uncertainty in trade association groups as to how far the members can go in exchanging information without subjecting themselves to the penalties of the law against price fixing. This is inferred from the nature of the queries which are presented to the Federal Trade Commission from time to time. Whether the apprehension expressed is altogether real or partly assumed it is frequently difficult to determine. Just one thing, however, has been definitely settled. This is that attempts to set prices by combinations of manufacturers are illegal. The mere exchange of information, however, concerning trade conditions is more than lawful, it is even commendable. Divulging of prices obtained is proper enough, also, provided this is after sales have been made or in cases where it is publicly done so that all are made aware of it. The question was recently presented whether production costs could be considered collectively by members of trade bodies, and whether reports concerning them could be made available to all members for their guidance. Federal Trade Commissioner Gaskill, before whom the matter came, decided the other day that cost accounting is a legitimate trade association activity as furnishing an invaluable supplement to individual cost accounting work, leading to improvement of methods and the increase of efficiency. But the proviso still holds that, if the results so obtained are used for unlawful ends, the action becomes illegal. Still, there is no presumption of illegality from the mere fact that there is a possibility of misuse.

New York Salesmen Endorse More Dignified Selling Methods

If steps now being undertaken by the recently formed Metropolitan Salesmen's Association are successful there will be a marked improvement in mutual courtesy among those salesmen who visit local resident and department store buyers, and in turn an increased amount of attention given them by the latter. For some time it has been recognized that the need existed for improvement, and this organization, formed by the salesmen themselves, is described as the first real attempt in this direction.

Most of the troubles and grievances which the salesmen have experienced in visiting the local resident offices are due to themselves, the sponsors of the organization feel. It is pointed out that because of the keen competition which prevails among the salesmen their conduct was often boorish. When visiting an office with samples to be looked over, according to the accounts of the organizers, there would be jostling and shoving, calling of names, with some salesmen pushing themselves forward unfairly to gain the attention of the buyer and a general spirit of ill-feeling and discourtesy prevailing. Many potential sales were thus lost. Now, under the auspices of the present association, the attempt will be made to impress on the salesmen the dignity of their calling and the necessity of improving manners. In so doing they also feel that an increased respect will be created on the part of the buyer for the salesmen's individuality and consideration for his time.

There is, however, no intention of antagonizing the resident buyers. The movement is described as being one of cooperation with them in an effort to make the process of selling easier. The organization, it is pointed out, is not a union of salesmen, and has no other aims than those which the courtesy idea represents. That the salesmen themselves, according to a representative of the association, have taken enthusiastically to the movement is indicated by its rapid growth. It was formed a few days ago with 175 members present, and the aim of those who have the matter in hand is to secure 4,000 out of the estimated 5,000 local salesmen visiting buying offices and department stores.

Perhaps the chief benefit, if the campaign is successful, according to the organizers, will be the increased attention given by those with whom the salesmen have their dealings. Many a time, it is pointed out, salesmen have acted in such a way that not only were the sufferers those guilty of bad manners but others as well. It is felt that, with a new order prevailing, the salesmen will have more regard for the rights of individuals in their own ranks and therefore the buyers will accord them more time and attention. They will then realize that selling will be more of a profession and not mere "peddling."

Retail Sales Increase

Department store sales in the New York Federal Reserve District in October were 4.5 per cent. above those of the same month last year, despite the fact that the demand for seasonal goods was restricted in the early part of the month because of warm weather, according to a summary issued by the Federal Reserve Bank of New York. The gain over 1921 was due entirely to the increased demand for merchandise in the closing weeks of the month. The October gain compares with a 16 per cent gain reported in September. A large gain was also reported in sales for wholesale account.

Regarding the business done for retail account, the monthly review of the bank says in part:

Sales by Buffalo, Newark and Rochester stores were relatively larger than those by New York City merchants, in contrast with the tendency, evident for several months previous, for sales in the Metropolitan area to expand more rapidly than those in other sections of the district.

A tendency to purchase a better quality of merchandise was even more evident in October than in September. There was an increased demand for fine furniture, Oriental rugs, pianos and other musical instrumuents, fine linens and the highest quality of wearing apparel. Evidence of this change in the character of purchases is found in an increase of 8.4 per cent in the average individual sale from $2.98 in October, 1921, to $3.23 this year.

Stocks held by department stores on Nov. 1 were 2 per cent below those held on the same date last year. This reduction, coupled with the somewhat larger sales, has resulted in a more rapid stock turnover. Merchants are making plans for an unusually large Christmas business. During the past two weeks they have received large shipments of holiday goods and the sales forces are being increased. Mail order sales in October were 24 per cent above those of last October, the largest gain since the Autumn of 1920.

The gain in the volume of wholesale business which was first noted in August and September, continued during October with increased momentum, according to an item which will appear in the Dec. 1 issue of the Monthly Review of Credit and Business Conditions by the Federal Reserve Agent at New York. The weighted average of wholesale trade, computed by this bank from reports of dealers in ten principal commodities, shows that the dollar value of sales was 13 per cent above that of October, 1921, as compared with the gain of 10 per cent in September over a year ago. October sales were the largest of any month since the Autumn of 1920.

Tariff Report Put Over to January

The effect of the Fordney-McCumber Tariff bill on American imports will not be known before January 15, according to the latest estimate of the Department of Commerce.

Officials of the department stated today that the figures covering imports since September 22 have not yet been received from the Treasury Department and that it will be impossible, according to the present estimate, to compile the first totals before the middle of next month. The delay is caused, it is explained, by the vast number of certifications which had to be returned to importers to be filed out in compliance with the new act and the changes in the classification list.

Retail Buying Heavy

Holiday buying in New York has been heavy and general and it is estimated that holiday purchases here will reach a total of $250,000,00. A survey of conditions in Boston indicates a record trade. Chicago reported all previous records had been eclipsed in the Central West.

In Boston the big department stores are rounding out a year that is fairly successful on the whole, and possibly nearer to what might be termed a normal year than has been the case for some time. The excellent business in the retail stores has been reflected to a marked extent also in the increase in the parcel post business at the post offices.

With Christmas shopping days fast drawing to a close, merchants from virtually every large city of the Central West reported one of the largest holiday buying seasons in the history of their establishments, many declaring all former records have been eclipsed.

Retail buying is now at its peak, the year-end holiday trade having been the best of any year since 1909, according to the week's commercial reviews made public today. Retail prosperity has extended to basic lines, it is reported, while forward orders for the coming year are on hand in substantial volume.

Year-end retail trade, including holiday distribution, is better than in 1921 or 1920, the best, in fact, since 1909, Bradstreet's says, while December mail order business has been the largest on record.

Marking Imported Goods

Frank Van Lee, Jr., Secretary of the National Council of American Importers and Traders, Inc., has received the following letter from J. D. Nevius, Acting Chief of the Division of Customs, Treasury Department, in response to an inquiry on the provisions of the new tariff imposing a penalty of 10 per cent. on imported goods which are not stamped with the name of the country of origin:

Reference is made to your telegram of October 20, and your letter of same date, relative to the application of the provisions of the marking law to imports which were in the course of manufacture or shipped from abroad prior to the passage of the Tariff act of 1922.

Those imports covered by the provision of the general marking statute, Section 304, may be marked after importation under customs supervision. The additional duty of 10 per cent., applicable under the said provision to the articles not properly marked at the time of importation, will not be applied to those goods which were permitted entry under the former Tariff act without marking and which, under a change of practice, are now de-

tained for marking, if the facts show that the importers were at the time of shipment without notice of the change in practice.

As to detentions for marking arising under the various special marking provisions of the present law that were not embodied in the previous tariff act, the department must decline to issue any general regulations. The facts in each particular case submitted for its consideration will, however, have the most careful attention and any relief that may be proper under the statute will be accorded.

U. S. China Exports for September

Domestic exports of china and porcelain for the month of September show, according to figures compiled by the Department of Commerce, a decrease in quantity and value from the figures of August. The decrease in the value of exports of table, toilet and kitchenware, exclusive of sanitary and chemical wares, is 3,520. The figures for the month of September just published follow:

DOMESTIC EXPORTS OF CHINA AND PORCELAIN FROM THE UNITED STATES BY COUNTRIES

Countries	Table, Toilet or Kitchen Ware Pounds	Table, Toilet or Kitchen Ware Dollars	*Other China & Porcelain Ware Pounds	*Other China & Porcelain Ware Dollars
Italy	150	500	—	—
Russia in Europe	106	18	—	—
Switzerland	—	—	50	27
England	—	—	23	29
Canada—				
Maritime Prov.	1,825	325	300	130
Quebec and Ont.	23,403	5,114	28,630	3,652
Prairie Prov.	1,951	941	528	277
Br. Col. & Yukon	1,263	595	17,240	1,828
British Honduras	164	51	—	—
Guatemala	195	126	—	—
Honduras	60	20	52	22
Panama	62	25	—	—
Mexico	3,244	1,857	3,361	1,449
Newfoundland & Lab.	—	—	228	77
Bermuda	615	160	155	24
Jamaica	270	86	—	—
Other Brit. W. Ind.	520	148	252	112
Cuba	1,286	1,012	1,412	751
Dominican Republic	244	109	—	—
Dutch West Indies	255	66	—	—
Haiti	430	95	516	155
Virgin Is. of U. S.	533	81	188	62
Argentina	—	—	275	117
Chile	412	586	275	750
Colombia	—	—	98	22
Venezuela	310	98	—	—
British India	563	312	—	—
China	255	233	175	20
Hongkong	165	33	—	—
Japan	200	36	115	69
Philippine Islands	106	63	—	—
Australia	—	—	464	252
Egypt	80	37	—	—
Total	38,667	12,727	54,439	9,825

* Not including electrical porcelain.

DOMESTIC EXPORTS OF EARTHENWARE AND STONEWARE

Countries	Table, Toilet or Kitchenware Pounds	Table, Toilet or Kitchenware Dollars	*Other Earthen, Stone and Crockeryware Pounds	*Other Earthen, Stone and Crockeryware Dollars
France	—	—	2,573	330
Germany	760	100	—	—
Norway	—	—	408	71
Russia in Europe	—	—	233	42
England	—	—	60,985	1,744
Canada—				
Maritime Provinces	—	—	3,756	362
Quebec and Ont.	1,224	284	1,932,187	34,028
Prairie Prov.	294	84	68,120	4,163
Brit. Col. & Yukon	3,651	457	3,953	185
British Honduras	—	—	82	14
Guatemala	48	39	—	—
Honduras	6,990	1,777	196,003	1,855
Nicaragua	355	102	931	278
Panama	1,280	314	9,108	1,041
Salvador	—	—	1,478	210
Mexico	5,120	885	108,929	4,073
Miquelon & St. Pierre Is.	—	—	272	15
Newfoundland & Lab.	—	—	203	39
Bermuda	460	165	7,140	750
Jamaica	—	—	3,552	156
Other Brit. West Indies	—	—	1,415	240
Cuba	17,431	1,791	1,088,404	17,761
Dominican Republic	—	—	420	17
Dutch West Indies	—	—	468	65
Haiti	322	92	9,321	1,038
Virgin Is. of U. S.	—	—	1,345	117
Argentina	—	—	794	200
Brazil	67	60	—	—
Colombia	2,946	845	486	146
Ecuador	54	17	—	—
British Guiana	—	—	250	30
Peru	55	25	2,830	354
Venezuela	—	—	54	12
British India	—	—	51	15
China	647	257	687	98
Java and Madura	—	—	30	24
Japan	—	—	794	141
Philippine Islands	5,790	2,046	560	124
Russia in Asia	—	—	265	120
Australia	—	—	3,255	277
French Oceania	—	—	60	12
New Zealand	—	—	918	83
British W. Africa	115	45	—	—
British So. Africa	70	30	—	—
Total	47,679	9,415	3,512,320	70,440

* Not including sanitary or chemical wares.

Foreign Ceramic Industries

The Emailleries des Flandres, at Menin, Belgium, was visited recently by S. H. Cross, the American commercial attaché at Brussels. This establishment is reported to be the best-organized enamel-ware plant in Belgium, but, although it is well euipped with machinery of recent type, it appeared that division of labor was very poorly carried out, and there seemed to be very little cooperation between the various departments. The production of this factory is at present from 2,300 to 2,500 kilos of finished products daily. The Belgium demand for decorated enamel ware has been so great during the past year that the Emailleries des Flandres has been forced to create a decorating department in order to market its entire production. The sheet iron used in this industry is of English and German manufacture, as Belgium sheets have not given satisfaction in the past.

DANISH GLASS INDUSTRY

The workmen of various glass factories in Denmark applied to the minister of the interior for protection against the competition which was threatening the glass industry, according to the Berlingske Tidende. The owners of the glass factories consented to keep the factories in operation until further notice, but as no protective steps were taken by the government, the factories in Aalborg and Aarhus on Jutland have closed, although there is no danger of complete suspension of operations in the Danish glass factories. It has been a poor season for the glass factories, as large numbers of foreign bottles have been imported.

Ceramic Plants in Portugal

The Empreza Electra-Ceramica, whose plant is situated at Villa Noca de Gaya, near Oporto, began during September the manufacture of household china, in addition to their large output of electrical porcelain accessories. In the production of household china this plant works in connection with the large crockery plant at Vista Alegre, near Aveiro, the crockery manufactured by the Empreza Electra-Ceramica being sent to Vista Alegre to be colored. The Empreza Ceramica de Devezas, siuated at Villa Nova de Gaya, began during September the installation of machinery for manufacturing porcelain bathtubs and other toilet articles on a large scale. (Consul Samuel Hamilton Wiley, Oporto.)

Brazilian Porcelain Factory Expands

The Manufactura Nacional de Porcellanas, a local porcelain factory, recently increased its capital to 4,000,000 milreis (about $500,000 at present exchange rates). Established in 1920, this firm, engineered by a few native capitalists, is now manufacturing various articles of porcelain ware, and plans to increase its plant, having arranged for the purchase of an additional tract of land. The prospects of the industry appear bright, as its products find ready sale and its financial backing is of the best.

German Pottery Trade Spotty

Reports from various sources, suggest that the German pottery and glass trade, like the general condition of the country, presents different aspects, according to the point of view of the observer. A British Consular report from Bavaria says: The ceramic industry, in spite of large orders, has suffered a set-back. Fifty per cent of the coal supplies and a certain amount of kaolin have had to be imported, with the result that costs of production have been considerably increased. The Rosenthal porcelain factory in Selb and the Bohemian factory in Karlsbad have combined. The glass and mirror industry are doing well, in spite of many difficulties.

The Commercial Secretary at Berlin has forwarded to the Board of Trade the following extract from the *Berliner Tageblatt*: The Union of German Ceramic Works states that during the month of August factories were, in general, well employed in carrying out old orders. A considerable falling-off in inland, as well as foreign orders, however, is now noticeable. The supply of inland coal to this industry continues to be wholly inadequate, only 45 per cent of the requirements in brown coal and 65 per cent in briquettes were delivered, including the allotted quantities of Czecho-Slovakian coal. The rest of the required coal must be imported at world's market prices. In this connection, it must be remembered that the fine ceramic factories are mainly dependent on Bohemian coal, and that the rate of the Czecho-Slovakian crown has risen exceptionally rapidly. The ceramic industry is also compelled to import the greater part of its raw material from abroad, particularly from Bohemia, for which world's market prices must be paid. In addition, the industry is now burdened with an export duty which has been increased by 60 per cent, and which can no longer be charged to foreign markets, but will have to be borne, in the long run, by the inland consumer. The level of inland prices has hitherto been kept so low that not even the cost of manufacture has been covered. The industry had not yet been able to recover its pre-war importance. Its total production today only amounts to 75 per cent of the pre-war production. Before the war exports totalled 65 per cent, and today only 30 per cent. Keen competition is offered to German products on the world's market by the English, French, Czecho-Slovakian and American porcelain industries, and many countries protect themselves from the import of German ceramic products by high customs tariffs.

British Exports and Imports

The foreign trade in British products for the month of September, 1922, shows a considerable incrase in pottery exports to the United States compared with the figures for August. The complete list as compiled by the *Pottery Gazette* of England follows:

Exports of China Earthenware and Glassware

	Month Ended September 30 1921	1922
	cwt.	
Pottery:		
To Germany	4	5
" France	17,121	46,133
" U. S. A.	19,472	24,329
" Brazil	6,805	6,981
" Argentine Aepublic	29,947	42,991
" British South Africa	4,883	7,778
" British East Indies	29,247	19,815
" Australia	12,558	14,433
" New Zealand	6,519	6,320
" Canada	26,614	57,507
" Other Countries	69,092	89,122
Made up as follows:		
Porcelain, Chinaware, and Parian	1,242	1,169
*Jet, Rockingham, Samian and other Glazed Earthenware (except Terra-Cotta Ware)	55,863	50,893
†Stoneware and Terra-Cotta Ware and Unglazed Red Pottery, Brown and Yellow Ware	130,196	221,171
Glass:		
Illuminating	332	364
‡Domestic and Fancy	920	1,420
Bottles and Jars ..... gross	24,235	32,121

Imports of China, Earthenware and Glass

Pottery:		
Porcelain, Chinaware and Parain	765	968
All other	20,943	21,997
Glass:		
Illuminating	8,618	15,198
‡Domestic and Fancy	22,713	32,749
Bottles and Jars ..... gross	97,120	111,666

*Including glazed terra-cotta ware prior to 1922.
†Not including glazed terra-cotta ware prior to 1922.
‡Including cooking utensils, table glassware, ornamental glassware.

Re-Exports of China, Earthenware and Glass

Pottery:		
Porcelain, Chinaware and Parian	14	144
All other sorts	139	116
Glass:		
†Domestic and Fancy	242	333
Bottles and Jars ..... gross	3,467	1,749

†Including cooking utensils, table glassware, ornamental glassware.

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

IT has been announced by The Cowan Pottery Studio Rocky River, O., that they have appointed H. Benedikt, the well known manufacturer's representative, 7 West 22nd street, as their New York representative. The concern make a high-grade line of art pottery, in an exceptional variety of colored glazes in vases, bowls, candlesticks and other items which go to make up a line of this character. Mr. Benedikt already has the complete line of samples from the factory on view at his salesroom.

A. R. Engleman, who has represented the Krantz & Sell Co., Honesdale, Pa., on the road for a number of years and who is well and favorably known throughout the trade, has been engaged by George F. Murphy, Hawley, Pa., to travel with his line of cut and decorated glassware through the west and parts of the east.

The first dance of the Associated Buyers' Club will be given in the Grand Ballroom of the Hotel Plaza on February 21. The committee in charge headed by E. Bromberg has secured the Vincent Lopez Club Orchestra for the occasion.

Herman Baer, of Baer & Lilienthal, resident buyers, is retiring from the firm it was announced last week by Felix Lilienthal who purchased the interest of his partner and will continue the business under the old name.

Paul A. Straub & Co., is one of the latest to secure space for the Pittsburgh exhibit, having taken room 59 at the Hotel Henry where they will display their lines. George Fehn, the concern's traveling representative, will be in charge of their display.

Richard Krautheim, head of the well known Krautheim dinnerware factory, Selb, Bavaria, is on his way to America for a visit with the Fred C. Reimer Co., which represents the line in this country. He is expected here about January 1. Besides spending some time in New York, he will also make a trip with Mr. Reimer for the purpose of studying at first hand the requirements of the American trade.

Pottery Manufacturers Grant Wage Increase

As the result of the joint wage conference between the Labor Committee of the United States Potters' Association and the conference committee of the National Brotherhood of Operative Potters, which ended at Atlantic City last Wednesday night, December 20th, kilnmen, clay shop workers, saggar makers, warehousemen and mouldmakers were granted increases by the manufacturers ranging from 5% to 7%. All other workers will receive increases amounting to 4⅕%, based on the pre-war wage scale.

Kilnmen were given the largest raise in wages, $3.17 per kilnmen day, instead of $2.90. This is an increase of approximately 7%. Setter outs who have charge of the kilnmen will receive $3.78 per kilnmen's day. Warehousemen, who have been making $5.00 per day will draw $5.25 per day.

The new agreement provides for the following plusages, based upon the pre war scale: Jiggeremen and dishmakers 46%, casters, dippers, turners, and handlers 41%, pressers and sticker-ups 51%, mouldmakers 25%, saggermakers 41 and 42%, packers 61%. All other workers 4⅕% to be added present plusages.

Other conferences between committees representing the kiln placing and packing branches of the industry, will be held later to establish a more equitable scale in those departments. The time and place for these conferences will be determined later.

The new scale becomes effective January 1 and extends over a period of two years or until 1924. The Brotherhood has been given the right to petition for another hearing, should living conditions soar, or business in their opinion warrant the discussion of other changes, either in the wage scale or working conditions.

The above details of the terms of agreement are enough to offer an assurance that there will be no labor disturbances in the generalware industry for two years at least.

The members of the Labor Committee arrived in East Liverpool last Friday while the executive committee of the Brotherhood remained at Atlantic City to discuss the continued strike in the sanitary branch of the industry.

Ludwig Baumann Opens New Store

The formal opening of the beautiful new store of Ludwig Baumann & Co., at 500 Eighth ave., took place on Thursday, December 14, and to say that it was greatly admired, is, indeed, expressing it in mild terms. All the latest improvements in modern building construction have been employed throughout, while the display fixtures and fittings are of the very finest. The fixtures are all in solid mahogany and extremely rich and dignified in design.

The china and glassware department of which Henry S. Conn is buyer is located on the third floor, occupying about two-thirds of the spacious floor. Mr. Conn is to be congratulated on the attractiveness of his department, as

well as on the class of goods he has assembled, which are of a much better grade than formerly handled. For instance, a well selected variety of fine French china dinner services were noticed as well as some of the better grades of glassware.

Another of Mr. Conn's departments is the toys, which is located on the seventh floor. This is also well arranged and is a credit to the ability of the buyer.

Buyers in New York

DECEMBER 18, 1922

G. K. Von Maur, representing, Harned & Van Maur, Inc., Davenport, Iowa, 23 East 26th St. (Mdse. Reporting Co.).

J. M. Lloyd, Christmas sale mdse., Kaufmann's Store, Pittsburgh, Pa., 1150 Broadway (Baer & Lilienthal.)

I. Rothstein, china, toys and glass, Rosenbaum Co., Pittsburgh, Pa., 120 West 32nd St. (A. Fantl).

R. W. Webb, mdse. manager, Montgomery, Ward Co., Chicago, Ill., 309 Sixth Avenue.

S. Abbott, general mdse. manager, Kaufmann's Dept. Store, Pittsburgh, Pa., 1261 Broadway (M. A. McNulta).

C. G. Watt, mdse, manager, Watt & Shand, Lancaster, Pa., 432 Fourth Avenue, D. G. Union.

DECEMBER 19, 1922.

A. G. Arnheim, mdse. manager, Watt, Rettew & Clay, Norfolk, Va., care Wm. T. Knott, 23 East 26th St.

S. Ichenhauser, crockery and glassware, Ichenhauser Co., Evansville, Ind., Pennsylvania.

E. D. Starbuck, general mdse., E. D. Starbuck & Co., Saratoga, N. Y., 105 Grand Street.

DECEMBER 20, 1922.

T. J. Pugh, toys, Pugh Specialty Co., Toronto, Canada, Pennsylvania.

C. A. Staerker, mdse. manager, The Higbee Co., Cleveland, Ohio, 240 Madison Ave.

W. H. Lawrie, mdse. manager, J. N. Adam Co., Buffalo, N. Y., 16 West 39th Street.

Sol Harris, mdse. manager, Mendel's, Inc., New Haven, Conn., 1150 Broadway (Baer & Lilienthal).

DECEMBER 22, 1922

A. Mendel, general mdse. manager, Mendel's, Inc., New Haven, Conn., care Baer & Lilienthal, 1150 Broadway.

OBITUARY

John Wanamaker

John Wanamaker died at his home in Philadelphia on December 12. The world famous merchant and former Postmaster General passed away at his town house, 2032 Walnut street. He had been confined there since early in November with a heavy cold contracted at his country estate, "Lyndenhurst," at Jenkintown, near Philadelphia. He was 84 years old.

Funeral services for Mr. Wanamaker were held Thursday afternoon at 2 o'clock in Bethany Presbyterian Church, at Twenty-second and Bainbridge streets, long known familiarly both by those who worshiped there and by others as "John Wanamaker's church." The body of the merchant prince lay in state Thursday morning from 10 o'clock until noon.

The interment was private, in the family vault in the picturesquely situated cemetery of St. James the Less. The Rev. A. Gordon MacLennan, pastor of Bethany Church, conducted services both in the church and at the vault.

Mr. Wanamaker was active in his business affairs up to the time he was stricken. He spent most of last winter in Florida and was in Philadelphia all summer, hard at work, with the exception of occasional surcease from the duties of his office for a day at the seashore. He was always an early riser and was usually in his mercantile establishment before its doors were opened.

Mr. Wanamaker is survived by his son, Rodman, a resident of New York City, and two daughters, Mary B., wife of Barclay H. Warburton, and Elizabeth, wife of Norman MacLeod, both of Philadelphia.

Mr. Wanamaker led in the creation of the department store as an institution in American life. At the outbreak of the Civil War, in 1861, when he began business for himself in a humble way in Philadelphia, retail merchandising in this country was in a disorganized state, and, in the opinion of the far-sighted young merchant, it was suffering a rapid decline through practices that were then general. Aside from his ambition to make money, "my paramount purpose," said Mr. Wanamaker, "was to help save the mercantile profession from lowering its flag before other professions and occupations."

Mr. Wanamaker was 24 years old when he entered upon his career, in partnership with his brother-in-law, Nathan Brown, on a joint capital of $3,500, in a clothing business at Philadelphia. He was born in that city July 11, 1838. His father and his father's father had been brickmakers, and John Wanamaker's first work was "turning bricks." He was the oldest of seven children and early in his boyhood he was obliged to give up schooling and earn his own way. His first wages were $1.25 a week as an errand boy in a Philadelphia book store, and later as a young man he was employed for a time at Tower Hall, a famous old Philadelphia clothing house, where his personality and business ability were developed for his venture in business for himself.

The Brown & Wanamaker store began business with a first day's sales account of $24, and ended its first year with a record of $24,000 business. Mr. Wanamaker and his brother-in-law were, during their first few months in business, unable to afford a horse and wagon for delivery, and Mr. Wanamaker himself pushed a two-wheel cart to deliver his goods. His partner's health failing, most of the details of the business devolved upon Mr. Wanamaker.

Aside from establishing his one-price policy and making a shorter business day, Mr. Wanamaker established in the new store two systems, one of sales and the other of organization. He learned it was cheaper to manufacture some classes of goods than to buy from manufacturers, and he became one of the first retailers to do this. He found it difficult to get employes who were properly instructed in their duties, and he organized training schools where his workers were taught the "Wanamaker system."

He was known as a great believer in advertising, in newspaper advertising above all other varieties. He spent millions of dollars in it. One of the features of his advertising campaign was his development of the "Store News Page," which he led with an editorial over his own signature, invariably written by himself, to keep

(*Continued on page* 30)

WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

THE year just closing has proved to be an eventful one in the generalware pottery industry. Not only for manufacturers, but alike to wholesale and retail distributors. Just at the time when the business sun appeared to be shining the brightest, the dark cloud of unrest began to appear, and for over two months activity in the entire industry was suspended. And all this happened just at the time when the floodgate of business was just about to be lowered.

Not in over a decade had the trade experienced such a condition. And then suddenly, following only a few hours' debate, the wheels of the industry were again set in motion, to be stopped just as suddenly again a week ago when cold weather jumped in and the order went forth that no more kilns should be lighted with gas. This suspension of work in the kiln department, however, was of very minor importance, but at the same time it was the first interruption of a steady schedule following the ending of the strike.

That less American dinnerware was offered holiday shoppers this season than ever before is generally conceded. The strike came just at the height of the holiday shipping season. True, bits of shipments were forwarded during the life of the strike, but this proved to be a drop in the bucket when compared with the regular order of things. In the meantime, stocks in the hands of the jobbers and the retailers were being moved. These were not being replaced. With the end of the strike came a renewed rush for merchandise. Orders poured into the offices of all generalware pottery manufacturers by mail, by telephone, by wire and from buyers who visited the market personally just as soon as they had been advised that the strike had ended.

Swamped! That was the word heard frequently a week after the various plants resumed operations. The eastern trade was compelled to suffer more or less on account of the embargo orders, while the west and south were open. But from all parts of the country orders came for merchandise. There were mighty few cancellations during the life of the strike. Buyers realized that when orders were pulled from the files, those back would be shoved up a notch, and then when new orders were placed, the later business would be at the bottom of the heap. Therefore, when the potteries did resume, there was the old orders to be cared for, and on top of these came other and larger specifications, the latter being caused by the depletion of stocks everywhere.

For a week or ten days following the resumption of the plants in the East Liverpool district, the appearance of buyers in the market recalled the active days of a January season—when the boys would come down from Pittsburgh, Pa. They all wanted goods, and these goods were wanted quick. But there was a limit to what the manfacturers could accomplish. In many instances stocks in pottery warehouses were very much broken. Staple items here and there were "shot" to pieces. These had to be replenished. Decorated ware has been in very heavy demand, and these departments are working to the limit.

More or less white ware has been moved since the strike ceased, but it takes white ware to keep decorators busy. And the demand for decorated ware is exceptionally good from all sections.

With the dark business cloud in the American pottery trade of 1922 one of memory, 1923 looms in the offing filled with bright prospects for a full twelve months of activity.

John J. Hines, Inc., of New York, have been named the exclusive distributors in the eastern territory, and the Carson Crockery Co., of Denver, Colo., exclusive western distributors for the complete lines of the Van Briggle Pottery Co., of Golden, Colo. The company is erecting a new kiln, in order that capacity can be increased. A new line with this company is that of radio receiving sets, the output being approximately 150 per month.

Howard A. Smith and Charles Phillips, of the firm of Phillips, Thistle & Smith, have returned to their home office in New York City, after visiting the local offices of the Smith, Phillips China Co., which line they represent in their territory. This company will show about ten new decorations on its well known "Princess" plain shape for the 1923 trade, sample lines of which are now being put through.

Among buyers visiting the local market of late have been George Springer, with the Mutual China Co., Indianapolis, Ind.; Carl Hoffman, with the Rosenbaum Store, Pittsburgh, Pa.; H. Von Hagel, with Sears, Roebuck, Chicago, Ill.

William Tickell, of Baltimore, Md., eastern and southern representative for the Edwin M. Knowles Co., has been spending a season at the local offices and sample rooms of this firm.

The loss of kilns, due to the shortage of gas during the cold snap last week was not extensive, as the majority of the plants were just getting rightly started

when the order to "light no more kilns" went out. Some plants were not harmed at all, because their kilns were just being filled and not ready to light. Where coal was used for kiln firing, there was no interruption in the usual schedules. Likewise where oil is used for kiln burning.

Lenox, Inc., of Trenton, has announced its resignation as a member of the United States Potters' Association. This was received by Secretary Charles F. Goodwin, a few days following the settlement of the strike in the pottery trade.

Cold weather seriously interfered with the firing of both glost and bisque kilns in the East Liverpool district this week, where natural gas is used as a fuel. Some kilns were shut off within a few hours they were lighted Sunday, and since then the "stop" order has still been in effect. The count shows a few less than than 90 kilns now ready for firing, and when these will be lighted only the "weather man" knows. With moderating weather, all gas-fired kilns will be lighted.

To Reduce Sagger Losses

In order to assist pottery manufacturers in reducing sagger losses, the Ceramic Division of the United States Bureau of Standards is conducting an exhaustive study of sagger clays, over 90 different specimens having been listed.

The *Technical News Bulletin* of the Department of current issue, tells of this subject and study as follows:

"Saggers are containers employed in manufactories of chinaware for holding plates, cups, saucers, etc., during the firing in the kiln. These containers are made of clay which must have considerable strength and be of good refractory quality. The Bureau is conducting a thorough investigation involving a geographical study of sagger clays to classify them according to their properties, and finally to see what may be done toward increasing the life of the sagger.

To obtain a list of the sagger clays used throughout the country, letters were sent to 100 different manufacturers using these clays. In these letters request was made for the names of the clays employed, dealers from whom clays could be obtained, and the district where they were mined. This information was cheerfully given by a very large proportion of the concerns addressed.

"So far as can be judged from the information obtained, about 90 different clays, or rather clays sold under approximately 90 different names are being used for saggers in the United States. A letter has been written to producers of and dealers in sagger clays to obtain information necessary to make the list more accurate and more easily understood.

"Samples of 52 different clays, representing as well as could be judged all the important types, have been sent for and many of them have already reached the laboratory. These are being obtained in 200-lb. lots from the users rather than from producers or dealers in order to eliminate uncertainties as to whether samples are representative of the commercial output of the mines or pits.

"Manufacturers are contributing these rather large samples from their stocks and prepaying the freight to Washington. This illustrates the whole-hearted manner in which industries are responding to the Bureau's calls for assistance in its investigations.

"In order to classify the sagger clays according to their properties, they are being subjected to the following tests: Water of plasticity, shrinkage, porosity, transverse strength, and burning behavior at five different cones. Some work has been done upon all the clays received and in getting this work under way considerable attention has been given to details of test methods.

"It is considered necessary, in order that the results of these tests may be of value, to devise, where necessary, methods or modification of methods which will insure greater accuracy than is usually attained in such measurements. This involves the elimination of sources of variation all along the line in order to obtain close checks in the final results.

"As this is a feature which justifies closer attention than it has received up to this time from ceramic industries, it is proposed to include in the report of this investigation not only averages but maximum departures from these mean values."

Pottery Research in Australia

The latest addition to the manifold activities of the Sydney Technical College, which prides itself on keeping abreast of the times, is a complete plant for experimenting in ceramic industry. Samples of clay have been received from all parts of the Commonwealth, upon which expert advice is sought as to their values, either for pottery or for brick and tile making. Up to the present facilities at the college have not been very extensive nor complete. Mr. J. Nangle, superintendent o fthe college, has informed a representative of "The Sydney Daily Telegraph" that he will shortly be in a position to give some very useful information that may have an im-

(*Continued on page* 30)

The World's Best Libbey *Since 1818*

LIBBEY
Crystal

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

RATHER early in 1922 one of the most active in the table and blown glassware industry made this statement: "If we can eliminate labor differences this year, and trade conditions improve, I feel quite certain that the glass industry will experience its most active period since the close of the war."

And this is just what happened. There was no disturbance in the glass industry, so far as labor was concerned, and late in the summer the demand for glassware of all kinds began to increase. This demand since continued, with the result that factories during the last quarter of the year were operated at about capacity.

It was quite a long look into the future that this manufacturer took when he made this statement, but he did seem to read the signs aright.

On the whole, the glass market during the last quarter of the year experienced a little more firmness than during the previous three quarters. The strike in the generalware pottery trade caused some business to be diverted to the glass trade, both by jobbers and department store distributors. On the whole, the year in the glass industry is closing with active business reported by all manufacturers, both of blown and stemware and also table glassware.

It seems that the first week in the new year will be occupied by salesmen in arranging their displays for the Ft. Pitt Pottery and Glass Exposition, and that the various lines will not be ready for the inspection of buyers until about January 7. The weeks of the 7th and 14th of January are bound to be the most active of the season. Both at the Ft. Pitt Hotel and the William Penn Hotel, applications for display space continue to be received. The former is making a special feature of manufacturers' displays, while at the Penn the specialty lines will form the major portion of the show list. Other displays will be made at the Hotel Henry and also at the Hotel Anderson.

Negotiations are pending in the Wheeling district by a new interest, which proposes to take over the old plant of the Wilcox Glass Co., Shadyside, O., three miles south of Bellaire, and later acquired by the Meade Glass Co. It is proposed to manufacture machine glass in this plant, under the Wilcox patents.

Since the recent fire which partially destroyed the plant of the Bellaire (O.) Bottle Co., a new interest with a capital stock of $200,000 is being formed there to take over the business. It is proposed to convert the shop into a machine-made milk bottle factory.

It is currently reported that the plant of the Davies Glass Co., Martins Ferry, O., which was completed some months ago, may be placed in operation ere long. Additional finances have been arranged for, and following completion of these plans fires are expected to be lighted. The Davies plant has been built on the site formerly occupied by the old Haskins Glass Co. The new concern proposes to manufacture a general line of ware.

Reports from Cincinnati are to the effect that the Imperial Glass Co., Bellaire, O., has filed an appeal in the United States Circuit Court of Appeals, appealing from the injunction and damage judgment awarded by Judge John E. Sater, Columbus, O., in favor of the A. H. Heisey & Co., of Newark. It was alleged by the Heisey Co. that the defendant company infringed on a patent covering a new nappie design, which was the creation of the plaintiff company.

China and glass departments of the seven local department stores have been doing an exceptionally heavy business during the last ten days. The pre-Christmas week was a most active one, the departments being crowded throughout the day. Blown and stemware has been in very heavy request, although coin gold and enameled decorated specialties had a heavier movement than any previous season. Stocks of both china and glass have been pretty well depleted. Extra sales help had to be engaged in all departments. In lighting goods, portables have had a good sale, also floor lamps, bridge lamps and boudoir lamps.

Since generalware potteries have resumed operations, decorators from that trade who have been employed in glass factories hereabouts have in almost every instance returned to their old benches. It was conceded at the time these people entered the glass decorating shops, that such employment would be temporary, or until such times as the potteries again got into production. And this is just what happened.

The partial lifting of the embargo on the eastern railroads out of Pittsburgh was favorable to the releasing of a lot of glassware for the eastern and New England market. Such shipments started forward Monday.

The most recent statistics relative to the glass industry in the State of Ohio shows that in 1919 the value of all production of glass amounted to $35,240,877 as against a valuation of $19,191,342 in 1914 and a valuation of $14,358,274 in 1909.

This report also contends that Ohio ranks first among the states in the production of electric bulbs, shades, globes, and other gas and electric goods, and beer, soda, and mineral water bottles. Ohio is the second state in the Union in the production of tableware, jelly glasses, tumblers and goblets, lamps, chimneys, blown tumblers and stemware and bar goods and liquor bottles and flasks. It is the third state in the Union in the production of window glass and fruit jars.

Pressed and blown glass was the most important product of the glass industry of Ohio, forming 47.5 per cent. of the total value of glass products in Ohio in 1919.

Of the establishments engaged in the manufacturing of glassware in 1919: sixteen plants produced building glass, twenty plants produced pressed and blown glass, and eleven plants featured bottles and jars.

In its report on the pottery industry, the same table shows that in 1919 the value of these products in Ohio was valued at $28,675,361, and that in 1914 the value was placed at $15,291,685. The large increase in 1919 over that of 1914 is said to have been caused by an increase in values and not in increased production.

Czechoslovak Glass Situation

Glass factories in Czechoslovakia are finishing orders placed last year and early this year, but practically no new business is being placed, because the countries with a very low rate of exchange cannot buy and the manufacturer does not care to sell to countries having a high exchange, such as the United States, since the fixed rate of exchange does not allow him to get enough crowns for the dollar to make the business locally profitable. Consequently some factories have already materially reduced their output.

Business Briefs

Miss Carolyn Klipstine and Mrs. Mark Miller have opened a gift shop in Sidney, O., with an attractive line of pottery.

The Jones, Swygert Furniture Co., Columbia, S. C., has added a large toy section, under the management of John D. Swygert.

The Koch Importing Co., Baltimore, Md., has moved their salesroom and offices to 22-24 South Howard Street.

Fred Calico, Huntsville, Ark., has opened a general store.

The Karnak Studios, Milwaukee, Wis., has been incorporated for the manufacture of incense, incense burners, pottery art novelties, etc. The incorporators are Theodore Munchow, H. J. Munchow, Paul R. McCann and O. B. Porter.

The J. C. Penny Co. has opened a new store in Delta, Colo.



Our New Decoration No. 51

WHEELING DECORATING CO.
WHEELING, W. VA.

Gold Encrusted and Hand Painted
CHINA AND GLASSWARE

Our 1923 line will be displayed at the Ft. Pitt Hotel, Pittsburgh, in January. Rooms 840 and 872.

R. D. Otto in Charge

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Earl W. Newton
9 N. Wabash Ave.
Chicago

I. Silverberg
2 E. Twenty-third St.
New York

Bartlett & Straight
Los Angeles, Cal.

U. S. Crockery & Glass Exchange
922 Chestnut St.
Philadelphia

F. A. Wallenhorst & Co.
21 N. Liberty St.
Baltimore



Many New and Beautiful Things Have Been Produced in

COWAN POTTERY

With that same unmatched beauty of line and depth and quality of rare coloring that characterize all Cowan Pottery, the new designs have a charm that is irresistible. The entire line is now on display. It will be a revelation to any buyer.

THE COWAN POTTERY STUDIO
Office and Sales, Rocky River, Ohio (Suburb of Cleveland)

Other Sales Offices and Show Rooms

New York City
HENRY BENEDIKT
7 West 22nd St.

Los Angeles
HENRY C. HUBLEY
402 Hibernian Bldg.

Toronto J. H. WALKER, Ltd., 32 Front St.

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

AN interesting discussion has developed in Boston through an exhibition of alleged Sandwich glass, as to whether some of the pieces are true Sandwich productions or the product of the New England Glass works, of Cambridge, who were in business at about the same time. During the controversy by the Society for the Preservation of New England Antiquities, it was brought out that the New England plant was organized in 1818 and reports have it that it was in operation as late as 1855. It seems incredible, according to the society, that there should not be as much New England works glass in existence inasmuch as the two employed about the same number of men and were in operation for nearly the same length of time. The society is seeking some basis for division of the present-day specimens. It may be that it will be made along lines of iridescence. Meanwhile any knowledge possessed about the two products, will be welcomed. It seems as if in the collection which was loaned by Mrs. Charles I. Thayer, some of the pieces are of dull appearance and differ considerably from that known for so long as the Sandwich glass. An old history has it that the New England Co. made "every description of glassware from the simple pressed wine glass to the most elaborately engraved, cut and decorated in a style of excellence unrivalled in the world and far surpassing in beauty the finest productions of Bohemia."

D. W. Gilkey, for thirty-five years with the Lalance & Grosjean Co., manufacturers of enamelled ware who will be remembered by many in the trade here, has located in Los Angeles where he will operate a store of his own. Mr. Gilkey severed his connection with the L & G people about three years ago and went West. He came East a short time ago to place orders for his opening.

Frank Ferdinand's new eight-story annex to his "Blue Store" in Roxbury, has been opened. It stands on the site of the store started by Mr. Ferdinand fifty-four years ago. Everyone in Boston knew the blue store a few years ago, but population has so increased in the suburbs, that a great many did not realize the squatty, blue-fronted store housed the ideas of a pioneer in the development of a suburban market for household goods. The new store is the last word in up-to-date construction, being beautiful to look upon outside and in. Mr. Ferdinand is justly proud of the new place but is just as proud of the picture of the original building which hangs on the wall in his office. He fondly calls his store "one of New England's Institutions, proud of the fact that it has been built by strict adherence to his motto, "the highest quality of merchandise at the lowest possible price."

A. L. Freese, Bangor, Me., has suffered a reported $300,000 loss by fire to his department store. Some of the old timers tell of when Mr. Freese started in business with a store less than 100 feet long and about twenty feet wide. He acquired adjacent property store by store, in one or two instances absorbing organization, stock and all until he covers a city block.

Some of the Jones McDuffee & Stratton Corp.'s salesmen spent last week in Boston, preparatory to starting out on their spring campaigns. Charles Barnard, Herbert L. Wellington, F. N. Beeker, and O. A. Olsen, representing New England, W. J. Chenoweth and A. J. Keating the South and C. A. Smith the Middle West, were those who visited the concern's headquarters. The whole sales organizations had dinner together at the City club on Wednesday. It was an informal affair with Joseph T. Gilman, president of the corporation, acting as host. Thomas Dixon, vice-president and Joseph J. Snyder, sales manager, of course, were there. In other words it was a genuine get-together affair lending further support to the fine spirit of cooperation existing in this concern.

ATTENTION!

Hotel and Restaurant Supply Houses



Vinegar and Oil Bottle

$1.25 Dozen

Packed 10 dozen to barrel. Guaranteed first quality.

DESCRIPTION

Ten flutes, plain ground bottom, 3⅛ in. center diameter, height 5⅜ in. to top of neck, pierced cork and white porcelain tube.

Having secured a liberal price concession in a large purchase from the Government am enabled to offer these fine bottles made by the McKee Glass Co. and other well known manufacturers at this very attractive price.

MORRIS SENDAR

291 Bowery Telephone Orchard 6077 New York

Perfected Culinary Devices

By Beatrice Miller Wisner.

EVERY culinary device which is to meet with success over the retail counter, must pass the acid test of experts, graduates in the art of dietetics in laboratories of schools, colleges, or other institutes, before they can flaunt a diploma for faultless manufacture, efficiency and perfect working principles. Sanitation is studied through microscopic inspection by these tried culinary scientists before the article is placed on the market under a stamped guarantee. One-piece aluminum, gauge, electrically welded, crevices, handles riveted, etc., must bear the strictest scrutiny in institutes maintained to protect the consumer.

Never before has the public been so safeguarded against poor workmanship, inferior materials and unsanitary construction of household devices, as in the present day. The housewife goes confidently about her task of supplying the needs of the culinary department, for she knows the article she seeks will bear the approved stamp of domestic scientists, and has been duly advertised through household magazines where its merits or demerits have been passed upon in laboratories devoted to this work.

Manufacturers are careful to couch their advertisements emphasizing the password of the institutes that have placed the fingerprint of approval on their products when launching them on the sea of everlasting trade popularity. This method is reactionary, and becomes the one great principle of stabilizing goods for future demand.

Perhaps no cooking utility has undergone more rigid tests than the percolator, which is prescribed by cooking experts as the most advisable device for making healthy coffee, a protection against caffeine. The percolator has emerged from its analysis—a modern life-saver.

The old-time heavy iron and copper ware are not now universally used in the average home; aluminum, porcelain, earthenware and oven-glass have usurped these worthy ancestral cooking vessels. Their sterling good qualities and stability are undeniable, but they are not demanded by the present housewife owing to high cost or other features which make them unsuitable for general household needs.

The various cookers, double boilers, covered roasters, steam pressure cookers, and the smaller utilities, food choppers, cream whips, slaw cutters, egg beaters and many others, must pass rigid examinations before they are successful competitors, fitted to battle with the world through perfect manufacture, and bearing substantial guarantees from graduates in the law of cookery.

These careful examinations by culinary experts bring the public standardized, sanitary and perfected cooking devices, and the consumer knows when he selects a kitchen utility which has passed muster in any of the food laboratories, his purchase is as safe as the note he holds in his pocket bearing the name of a responsible endorser.

And what of the dealer—he walks to the front of his shop with chest expanded and head erect, to meet his customer with an honest unflinching eye; he has no unwritten law to uphold, his law is written, all he need say is, we handle Universal, Everware, Priscilla, Mirror, Aladdin or Climax as the case may be; his endorsers are his sales-talk—dietitians who stand on the housetops and cry aloud—"*Let Good Digestion Wait on Appetite and Health on Both.*"



Some Selected Culinary Utilities Which Have Passed the Acid Tests of Efficiency, Sanitation and Durability

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

RETAIL turnover in the big State Street stores may prove materially larger this year than for several years past. This is indicated by the numbers and activity of shoppers in the retail district during the past week. Luxuries and useful articles of the better grades have the call this year, and the greater freedom of expenditures has already been demonstrated by the public.

There were but few out-of-town buyers in the Chicago market last week. For the most part, buyers found it necessary to stay close to their departments now that the holiday trade is in full swing. This lack of buyers in the Chicago market did not, however, have a bad effect on the wholesale trade, for the orders received by mail and from salesmen out on the road were liberal. Fill-in orders were also reported better than this time a year ago. Manufacturers' representatives are preparing their display rooms for new samples expected the first of January and they are encouraged over the outlook for the coming year, especially since the potters' strike has been terminated.

Further evidence of Chicago's growth as a china and glass center was given last week when it was learned that W. A. Maurer, said to be one of the four largest importers and jobbers in white china in the country, will soon move his entire business to Chicago. This concern has been located in Council Bluffs, Ia., for thirty years and is known to every decorator of china in the country. Mr. Maurer has purchased property at 316-18 West Grand Ave., Chicago, including a four story building, 50 by 100 ft. The purchase price was reported to have been $50,000. The company will move to Chicago and occupy the building just purchased shortly after the first of January. According to O. D. Dodge of the John P. Hooker Co., who represented Mr. Maurer, he is leaving Council Bluffs because of high freight rates and slow deliveries and because he believes Chicago the logical and growing center for the distribution of china.

F. I. Simmers, president of the Hall China Co., was in Chicago during the past week on business.

Thomas F. Reid, manufacturers' representative with display room in the Palmer House, left Chicago last week for his home in Cambridge, O., where he will spend the holidays.

L. Schneider, Inc., received a state charter to do business in furniture, china, and household equipment. The store is located at Palatine, Ill., and the incorporators are Leo Schneider, J. Schneider and Flora Schneider. The capital of the company is $2,500.

I. E. Mincks, secretary of the Albright China Co. and in charge of their Chicago offices in the Palmer House, returned to Chicago shortly after the potters' strike settlement. Mr. Mincks spent the days of the strike at the company's plants at Scio and Carrollton, O. The Albright China Co. has reserved room E 46 at the Congress Hotel for the Chicago Exhibit next February.

The Hartman Furniture Co., considered one of the largest retail and mail order furniture houses in the country, have just secured a $620,000 lease on buildings at 1272-78 Milwaukee Ave. and 1257 Paulina Ave. A lot, 50x125 ft., adjoining the buildings, which are connected in the rear by a bridge, is also included in the transaction. Both of these buildings are four-story and basement modern brick structures, and were previously occupied by the Union Liberty Furniture Co. This store will be a substantial addition to the Hartman institution, which now has five large retail establishments in Chicago, as well as mail order and warehouse buildings, and retail branches in other cities.

The Morton Pottery Co., of Morton, Ill., was incorporated recently with a capital stock of $50,000 by D. W. Rapp, William Rapp, J. E. Cerber. This concern has been making ornamental pieces of decorated earthenware, such as bowls, vases, candle sticks, etc., and has been represented in Chicago by Frank B. Tinker.

The Consolidated Glass Co., located at 4302 North Kedzie Ave., was granted state charter last week by Secretary of State Emmerson. The company will deal in ornamental and colored glass, and mirrors. The incorporators are Irving Welcoff, Henry and Isadore Krochefsky.

E. W. Jenkins, of Charles Hall, Inc., New York, visited Chicago last week to make arrangements for showing the Hall lines at the forthcoming Chicago Exhibit at the Congress Hotel.

The regular semi-monthly meeting of the Glass, Pottery, Lamps and Housefurnishings Association of Chicago was held on Thursday of last week, at the

(*Continued on page* 30)

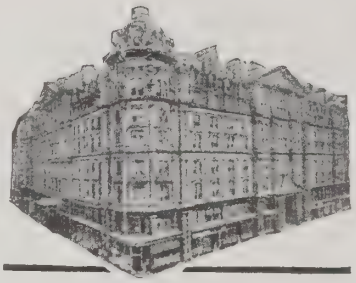
CHICAGO

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invites you to inspect the following lines.



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W. T. Darden, Mgr. Sales.
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Crooksville China Co., Room 591

Makers of Dinnerware
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W. T. Darden Co., Room 51

Jackson Vitrified China Co.
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Transparo Cloth Corp.
Home Electric Sales Co.

Potters Co-operative Co., Room 43

Dinnerware, Hotel China and Specialties. Established 1876 at East Liverpool. Geo. W. McNicol, Mgr.

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THE HAEGER POTTERIES, Inc.
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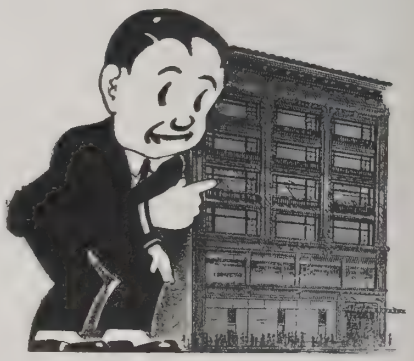
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KAY BEE CHINA WORKS

Manufacturers

High Grade China

CHICAGO ILLINOIS



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Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

KELLY & REASNER
Representing McKee Glass Co.; Eagle Mfg. Co.; Indiana Glass Co.; Lippincott Glass Co.; N. Northwood Co.; Mound City Glass Co.; D. C. Jenkins Glass Co., and Geo. R. West & Sons.

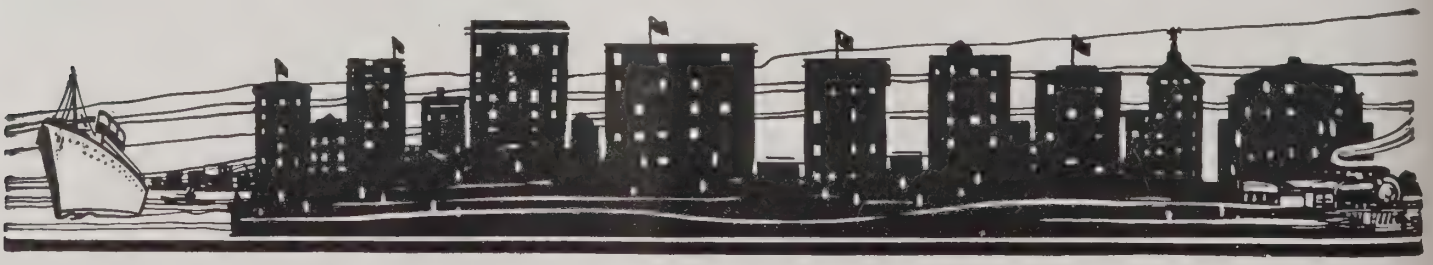
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E. M. MEDER
Manufacturers' Representative selling dinnerware, glassware, lamps, willow-ware, nickel, copper and silverware.

LEWIS H. SIMPSON & CO.
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VOL. 95 DECEMBER 28, 1922 No. 26

AS THE EDITOR SEES IT

EAR-MARKS OF PROSPERITY

UNDER the stimulus of good weather and the spur of Holiday buying, retail trade went over the top at Christmas with particularly heavy sales. For some weeks merchandise has been moving in gradually increasing volume and the year-end of trade was a record one. From the figures now obtainable it is apparent that this year was not only a better one than last but better than 1920 and with sales exceeding any year back to 1909. While the gain in trade for the first two weeks of December was well over 10 per cent larger than for the corresponding period last year, the heavy increase in store trade in the week before Christmas will boost this percentage to as much again.

WHILE the Holiday business was notably heavy in New York it was also of record size throughout the country and we believe that an average for the whole country will place the volume higher than for any previous year. This is most optimistic—the assurance that we are today in a prosperous condition, notwithstanding the chronic calamity howlers to the contrary. Furthermore, while the increases were naturally larger in the cities and towns, the gain in sales by mail-order houses indicates that, as the result of higher prices for agricultural products, the rural population is likewise prosperous. The distribution of merchandise shows a heavy expenditure for luxury articles and the turnover in china, lamps and glassware was especially good.

THIS big buying for the Holidays cannot be mistaken. It is one of the ear-marks of prosperity, but by no means the only dependable indication. The marked improvement from week to week in the basic industries throughout the late fall months was also a good indication. Production is showing genuine gains and employment figures show that the labor situation is excellent. With the pottery strike now definitely settled and domestic production of ware steadily increasing, the crockery trade is rapidly getting back to normal.

WITH the many signs of general prosperity so clearly discernible at this writing, it needs no prophet to forecast a good prosperous period of business for the coming year. The early months of 1921 were promising, but they did not fulfill their promise. But the substantial gains made during the latter part of the year have certainly proven that business is not merely staging a comeback but has actually returned in a volume that cannot be viewed otherwise than of healthy proportion. We have, in fact, turned the corner and while sales volume may not mount to the spectacular height attainable during the great post-war boom, we are safe in the knowledge that the gains made will be held and that business is not likely to have either a relapse or collapse. The year 1921 shambled in with uncertain tread, but it has made its exit with a firm and steady stride. Thus New Year is given a good start and we see nothing to prevent a nation-wide activity in trade and industry during the Spring of 1923.

Talk Values and Emphasize Quality

With Rising Market Put the Soft Pedal on Prices and Stress Quality for a Change

A GOOD deal may be accomplished by the right use of a little tact and common sense now that prices have mounted to higher levels; the salesforce should not fail to grasp the opportune moment to meet any objections which may arise from the consumer. And the best way to accomplish this is to make use of a little diplomacy and by stressing quality and values, overcome any objections which the consumer may have in mind to higher value levels of merchandise.

In discussing the probable course of retail trade during the coming year, those concerned have latterly observed that the sales will be there to get, but the "getting" may be harder.

Retail executives with a wide knowledge of conditions are practically unanimous in the belief that the average consumer has been benefited to a substantial extent by the improvement in general industrial conditions and, consequently, will have more money to spend, for a while at least. It is significant, however, that they do not see any reason to believe the consumer will spend this money more lavishly than has been the case during the past two years.

Some of those who express this view feel that the difficulty they look for will be solved through increased attention to the actual way in which the customer is handled, or, in other words, by the technique of selling. This is rendered further apparent, they declare, by the fact that price advances must sooner or later be passed on to the consumer, to a small extent in the Spring. but unquestionably to a larger degree in the Fall, as the situation now shapes itself. One metropolitan retailer, while agreeing that sales may be harder to secure because of these advances, told yesterday of the selling plan whereby he hopes to make more sales next year than he did this. His method is based on "selling" the customer quality, not merely merchandise.

Take this question of increased prices, he said, what does it mean from a sales standpoint? Does it mean there will be less customers in the average store? I do not believe it. I am not a believer in such a thing as a "buyers' strike," but, even conceding such a thing is possible, I do not think there is any basis for believing that conditions will come to a point where the actual number of purchasers will be cut down by many consumers staying out of the market. This will be prevented by a number of factors, chiefly, as I look at it, because the needs of both sexes have been and are about as low, generally speaking, as they can get.

We, therefore, may start with the fairly reasonable premise that the number of actual customers will be about the same. They will come to the store, and their purchases will depend on the way they are handled, as there are no signs as yet that their buying power will depreciate. If the price of the merchandise they need is a little higher, are the salespeople to confess defeat by their first answer? Would it not be wiser not to stress price, as has been done, but to drill the sales force in placing quality first, which means that added merit will be given, proving in the end greater satisfaction?

This is the big point in handling the question of price from a sales standpoint. Already the consumers themselves have given evidence in their buying this season, of preferences for the better quality merchandise. To some extent, therefore, the way has already been paved, for such sales guidance on the part of the retailer. But, in any case, I am first and foremost an advocate of quality as against price all the time. From the way retailers play up the price question, they do themselves harm and the consumer as well.

The last statement may be challenged. But take for example, the case of a woman who needs a dinner set. She goes into a store, and a colloquy like the following ensues between the salesperson in the "price" store and the consumer:

"I would like to look at some dinner sets," says the would-be purchaser. "Around $30."

"Yes, madam, something in borders?"

"Yes, pink roses, I think."

"Here are the best in the city at that price."

The customer looks them over and selects a $30 set. The purchase is wrapped up, the customer pays and departs. Nothing is said by the salesman as to a better quality set and, although this customer wants a good set, she has a price idea in her mind and not quality.

But, to my mind, a different story would have been told if the salesman had pointed out the fact, in a tactful way, that he could supply the $15, $25 and $30 variety, but that, if the customer really wanted the best she should expend a little more. Ten or twenty dollars more spent on a dinner set would insure greater satisfaction which comes with possessing a table service of finer quality and finish. Handled in a skilled manner, this argument would win in the larger number of instances with the "price-idea" customer, and really be to the customer's advantage.

The objection may be raised that there are many who have to have the cheaper article. To this I say there are undoubtedly some whose earnings confine their purchases to this scale, but the average in this country can afford to buy better merchandise than is done, and in return get more satisfaction, which is true economy. How? By buying less of the cheaper stuff, which in the aggregate

costs more, and confining his purchases to the better quality.

This is the keynote of a sound selling program for the coming year as I see it. It will, in good measure, solve the objection raised because of possible price advances and, while seemingly against added turnover due to longer wear of merchandise bought, it really is a factor toward increasing it.

It is unquestioned that the woman or man who gets good service from goods purchased at a certain store will go back to that store for future needs. In fact, not a few stores have prided themselves on the fact that so many of their purchasers are " repeat " customers, year in and year out. This patronage is only secured through adequate giving of values. This brings up an additional point of importance—that in stressing quality the retailer does not necessarily have to quote unreasonable prices. There is no occasion to make the higher quality appeal one of extorting an added toll from the customer. If it is, the customer will see through the plan at once and, as far as that individual is concerned, the sale is lost. There is such a thing as marking the good quality merchandise at the same percentage of profit as that taken on the cheaper kind.

I venture to say that the store which is handled on this sales platform for the next year will not have much difficulty in exceeding its turnover of the current one. At least, the plan merits a careful try-out.

Big Stores Form Buying Pool

A central purchasing agency, through which its buying in the principal markets of Europe will be handled, is now in process of organization by the Associated Dry Goods Corporation of New York, an association embracing Lord & Taylor, James McCreery & Co., and half a dozen other large department stores throughout the country. The big mercantile establishments have joined forces primarily to effect economies in their foreign purchasing, according to Samuel W. Reyburn, President of Lord & Taylor, who heads the Associated Dry Goods Corporation of New York.

Mr. Reyburn said that it would represent an annual purchasing power of approximately $3,000,000.

" In the last two hundred years," he said, " the people of America have been so busy with bigger things that they have not been leaders in this thing called ' style.' We are looking to the old country for it because the Europeans have kept ahead of us in that respect. We have got to keep in touch with the Europeans for style."

It was explained by Mr. Reyburn that, under the old system of foreign buying, purchases frequently were made in European markets of commodities that looked good, but which failed to meet the tastes and demands of customers in America. The central purchasing agency, according to him, will now have more adequate means of keeping in contact with the style innovations of Europe and at the same time the scouts in foreign countries will be better informed as to what goods will be acceptable to the customers in the Western Hemisphere.

The formal announcement of the creation of the new purchasing agency stated that Jordan, Marsh & Co. of Boston, James McCreery & Co. and Lord & Taylor of New York, have joined forces that they might jointly thoroughly scout and handle their purchasing problems in the European markets:

" The organization being formed," continued the statement, " will also cover the same problems for Hahne & Co., Newark, N. J.; the William Hengerer Company of Buffalo, Stewart & Co. of Baltimore, Stewart Dry Goods Company of Louisville, Ky., and the Powers Mercantile Company of Minneapolis, all members of the Associated Dry Goods Corporation.

" It is planned to open principal offices in Paris, London and Berlin, with sufficient branch offices to properly cover the scouting for, purchasing of and forwarding of goods from the various trade centres."

Mr. Reyburn, supplementing the formal announcement, explained that the offices of Lord & Taylor, in both Paris and London, would be taken over by the new organization of buyers, and that others would be opened soon.

" At present," continued Mr. Reyburn, " the New York City stores do most of this pioneer work of finding out what is going to be the things in style in Europe. As soon as New York finds it out the stores in other parts of the country pick it up from them.

" We intend to send American buyers to Europe as often as possible. At present Lord & Taylor has about thirty or thirty-five buyers who are sent abroad, McCreery's and Jordan Marsh have a slightly smaller number. Jointly we will send about 100 or 125 buyers to Europe and they will make two or three trips every year.

" They will get into touch with the resident buyers abroad, make known to the latter the needs of the home organization, and together they will do the scouting in the European market centres. The foreign resident buyers will be brought back to the United States so that they can familiarize themselves with what is going on here."

Mr. Reyburn in talking of the volume of buying likely to be done through the central purchasing organization said that only a small proportion of the total volume of goods sold by the large mercantile houses of America was imported.

" Only about 5 or 10 per cent. of the goods sold by American department stores is bought abroad," he said.

Woolworth Co. Heavy Importers of Glassware

That the new tariff has not as yet made a substantial difference in imports of glassware is evidenced in the heavy importations of glass and toys which the F. W. Woolworth Co. received during the past month, largely from Germany. While the new tariff advanced the duties on both to such a great extent, the advantage in present rates of exchange offsets this large increase and enables the Woolworth Co. to import this class of goods at a favorable profit.

American Toy Makers Speed Up

To Meet Belated Demand Toy Factories Have Been Working Overtime to Produce Varied Line

AMERICAN toy factories have been working overtime to supply the large last-minute demand for playthings this year. This spurt of activity at what was normally the end of the season was due to the fact, according to Fletcher D. Dodge, Secretary of the Toy Manufacturers of the U. S. A., Inc., that buyers of department and other stores which handle toys were late in anticipating their requirements for the approaching holiday season.

Many factories which worked on a part time basis in the Spring, continued Mr. Dodge, were operating on a night work schedule and making every effort to complete rush orders which came at the last moment. Toys must go by freight, and that meant they must leave the factory long before they are sold over the counter.

The capacity of the American toy industry is more than adequate to supply the needs of the home market if orders were placed far enough in advance so that the factories could operate during the season of the year when parents little think that Santa Claus is on the job. It is an interesting fact that, for a toy factory to operate on the best production schedule, it must have on its books some time in June definite orders for within 40 per cent. of the total volume of merchandise which will be required for the year.

On account of the very diversified number of articles which toy manufacturers produce, many of them plan their production months in advance and place definite contracts for raw material almost a year ahead. About the time the kiddies are emptying their stockings the toy makers are completing the designs for new playthings for the next season.

The Tariff bill, which was responsible for so much uncertainty this year, was not passed until such a late date that probably all of the imported toys which were ordered for 1922 reached this country before it went into effect. The new duty will make very little difference in the cost of German toys to the dealer as long as the present unstable conditions of exchange continue.

When we speak of an 'industry,' we usually have in mind those manufacturers who have common production problems and use the same raw materials. The toy industry is an exception, because the common denominator of its members is that the fact that they make things with which children play, but very few use the same materials.

Speaking graphically, the toy industry of the United States is a cross-section of all the manufacturing processes of the country as a whole. For example, in the national association, which has 115 members, there are half a dozen manufacturers of iron toys, whose production problems are those of a foundry rather than a toy factory. Any one who goes into an iron toy factory finds, practically speaking, no difference between such a concern and that of a manufacturer of larger iron products. In fact, there are several iron toy manufacturers who make what are known as job castings. Toy balloons are made by a process which is used for rubber dipped goods, but most of the factories make only balloons. There are a few manufacturers of such things as hot water bottles who make balloons, but they are in the minority. The problems of the balloon manufacturer are similar to those of manufacturers of dipped goods, rather than of those making toys.

It is, of course, self-evident that producers of children's books are publishers, the same as those who print other books, and it can be readily seen that their manufacturing interests are in common with publishers rather than with the makers of rubber or iron playthings.

Again, when it comes to wooden toys, which are one of the oldest and best known general classifications of playthings in the world, we find that the factory problems are those of the wood-working plant. The toy factories make, perhaps, more small wood articles than are turned out by any other industry, and during the war it was found that makers of this class were well qualified to produce any small article made from wood.

Dolls' shoes are one product which has nothing in common with the counterpart for every-day use. There is only one manufacturer of these articles in the national association. He has been compelled to develop from the very beginning the process used for making his product. Very many original devices have been perfected to enable him to reduce the cost of dolls' shoes and turn them out by the thousand. The making of dolls' clothes is becoming a separate industry, and there are already a few factories devoted exclusively to such work. Here, the trades that supply adults are reproduced in miniature.

Clay marbles are made out in Ohio. They are also produced by a system which is entirely peculiar to the member of the association who makes them. Here what might seem at first glance to be a crude process, has been found in the long run to be the cheapest and most satisfactory. I have inspected plants equipped with new and theoretically more perfect machinery for making marbles, but, in every instance which has come to my attention, the elaborate machines have not proved efficient. In the toy industry there are many kinds of merchandise for which the old methods are still the best.

This brings up the interesting point, which crops up

(*Continued on page* 30)

CAUGHT IN THE NEWS NET

INTERESTING ITEMS PICKED UP HERE AND THERE AMONG THE TRADE

ONE of the visitors in the New York Market this week was "Lou" Carter, buyer for N. Snellenburg & Co., Philadelphia, who made his last trip here, prior to his sailing for Japan on a buying trip. He leaves Saturday night for Pittsburgh, from where he will spend a couple of days at the potteries. From there he will go to Chicago, where he will make another stop, en route to Vancouver, B. C., where he sails on January 7th. He will have as a fellow passenger on the voyage, Charles Kaiser, manager of the import department of Morimura Bros., who is making his regular trip to the concern's factories in Japan. Mr. Kaiser leaves New York on January 8th.

Thos. G. Jones is spending this week on a visit to the factories of the McKee Glass Co., Jeannette, Pa., and the Mound City Glass Co., Lumberport, Pa., both of which he represents in the local market.

Axel C. Hanes was a welcome sight to some of his friends in New York, who were fortunate enough to receive a call from him this week, while here spending the holidays with relatives in New Jersey. Mr. Hanes, who was formerly for a number of years with C. Dorflinger & Sons, is now connected with the Pairpoint Corp., as Chicago representative.

H. F. Phillips, of Thos. G. Jones sales staff, leaves next Wednesday for a visit to two of the factories represented by the latter, the McKee Glass Co., and the Mound City Glass Co. He expects to reach Pittsburgh far enough in advance of the opening date of the show, to have everything in apple pie order, ready for the first bell. He will have charge of the Mound City Glass Co.'s display in room 794 at the Fort Pitt Hotel.

George O'Hara, buyer for Shartenberg & Robinson, Pawtucket, R. I., is spending this week in New York, scouring the market for merchandise for his January sales. He says his Christmas business went beyond his greatest expectations.

New Representatives Appointed for West Line

The line-up of representatives for 1923, for Geo. R. West & Sons, decorators of china and glassware, Jeannette, Pa., will include several new names.

The concern has just announced the appointment of Herbert & Neuwirth, Inc., as their New York Agents, who expect to have their full line of samples on view at their salesroom here early in January. The extensive alterations and improvements to their showroom are now nearing completion and will admit of an unusually fine display being made of the line.

The other new representatives are Thomas Downs, for Philadelphia and adjacent territory, and Murt S. Wallace, for Boston and New England. The factory has been busily engaged for some time past with the preparation of their new 1923 line, which they promise will be replete with surprises in the way of original decorative treatments and novel items.

B. Tomby, Inc., Moving

This is moving week for B. Tomby, Inc., the well known China importing house, who are engaged in the course of removal from their present quarters—9-11 East 47th Street—to their new location at 20 West 23d Street, where they have taken a long lease on the entire five story building at this address. The building has been in the hands of a corps of workmen for several months past, making changes and improvements, in preparation for the housing of the Tomby business. Everything is now nearing completion and the concern expect to be fully settled within the next week or two.

Hammond Elected President—Association Flourishes Financially

Counting of ballots for the election of officers and directors was the first business before the annual meeting of the Pottery, Glass & Brass Salesmen's Association, held at the Crockery Board of Trade rooms on December 22nd. This task was started immediately after the meeting was called to order and consumed the greater part of the day. The total number of ballots cast was 639, out of a membership of 1,011.

E. W. Hammond, the well known manufacturers' agent, was elected president, with the gratifying vote of 558. The only opposition he received being two votes for Chas. A. Postley, one for Max Herbert and one for Oscar Koppel.

John J. Hines was elected Vice-President, L. S. Owen Secretary and George Hamilton Treasurer.

Lee Schoenthal, buyer for Gimbel Bros., Gilbert Pitcairn of the Wm. S. Pitcairn Corp., and Thos. Smallwood, with Haviland & Abbot Co., were the successful contestants for directors to serve three years.

There were very few opposing candidates on the ticket for Territorial Vice-Presidents. In East Liverpool, O., Mark J. Donaldson with the Homer Laughlin China Co. was elected, his opponent being J. W. Mackey, sales manager for the Smith-Phillips China Co. In Chicago E. M. Meder, manufacturers' representative, won over W. T. Darden, manager of sales for the Albright China Co., and in Detroit Ralph B. King of L. B. King & Co. was the successful contestant, against Leon Neubrik, buyer for the Crowley-Milner Co.

The complete ticket and number of votes cast is as follows:

FOR PRESIDENT

Edw. W. Hammond, Manufacturers' Agent, New York	558
C. A. Postley, Manufacturers' Agent	2
Max Herbert, Manufacturers' Agent	1
Oscar Kopel, Importer	1

FOR VICE-PRESIDENT

John J. Hines, of John J. Hines, Inc., New York	550
Chas. Baum	1

FOR SECRETARY

L. S. Owen, Secretary of the Crockery Board of Trade, New York	565

FOR TREASURER

George Hamilton, of Maddock & Miller, Inc., New York	559

FOR DIRECTORS—*Three to Serve Three Years*

Lee Schoenthal, Buyer for Gimbel Bros., New York	362
John Nixon (Died after ballots were printed), Representing Fostoria Glass Co., New York	264
Thomas Smallwood, Representing Haviland & Abbot Co., New York	259
G. L. Pitcairn, Representing Wm. S. Pitcairn Corp., New York	275
F. Calvin Demarest, of Crockery & Glass Journal, New York	219
Langley Hawthorn, Buyer for Abraham & Straus, Brooklyn, New York	169
Justin Tharaud, of Justin Tharaud, Inc., New York	180

FOR TERRITORIAL VICE-PRESIDENTS—*One to be Elected from Each City*

Moey K. Lindner, with the Dohrmann Commercial Co., San Francisco	467
Carroll L. Robinson, Buyer for Jordan Marsh & Co., Boston, Mass.	461
Adelbert S. Baker, Buyer for Gimbel Bros., Philadelphia	474
A. J. Tourangeau, Buyer for Henry Morgan & Co., Ltd., Montreal	452
Mark J. Donaldson, with the Homer Laughlin China Co., East Liverpool, O.	334
J. W. Mackey, with the Smith Phillips China Co., East Liverpool, O.	172
D. Wm. Scammell, Maddock Pottery Company, Trenton, N. J.	423
E. M. Meder, Manufacturers' Representative, Chicago	282
W. T. Darden, Manufacturers' Representative, Chicago	215
Howard S. Bokee, Manufacturers' Representative, Baltimore	444
William Junor, Toronto	442
Charles J. Dooley, Buyer for Cowell & Hubbard Company, Cleveland	448
Albert Jasman, Buyer for Meier & Frank Company, Portland, Ore.	462
Garrett M. Lowman, Manufacturers' Representative, Seattle, Wash.	427
Ernest H. Wade, of Horton & Wade, Albany, N. Y.	436
Leon Neubrik, Buyer for Crowley-Milner Company, Detroit.	198
Ralph B. King, L. B. King & Company, Detroit	304
Frederick M. Taylor, Buyer for Maison Blanche, New Orleans	449

It was well along in the afternoon when all the ballots had been counted, the result of the election announced and the meeting was ready to resume its regular session to hear the annual reports of the Secretary and Treasurer. These reports proved most interesting, particularly the latter, which showed the association to be in the most prosperous condition in the history of the organization.

SECRETARY'S REPORT

December 22, 1922.

To the members of the Pottery, Brass & Glass Salesmens' Assn.—

First. I have the privilege and honor to report that the Association is in a highly prosperous condition with a larger Reserve Fund than at any previous time in its history. During the year there have been two transfers to the Reserve; one of $1,562.50 and one of $1,520. Five additional Liberty Bonds of $1,000 each have been purchased with Reserve Funds.

The funds received by the secretary and transferred to the treasurer were as follows:

For assessments	$4,932.00
Dues	2,465.00
Initiation fees	6.35
Exchange on checks	6.35
Total	$7,493.35

The annual dinner and summer outing were each financially successful, thanks to the efficient committees in charge, and a substantial surplus from each was turned into the Association treasury.

Due to the enthusiastic competition in the "Every Member Get a Member" campaign of 1921, some members were enrolled who did not appreciate the privileges and advantages of membership in the Association and permitted their membership to lapse because of non-payment of dues and assessments. This has resulted in a net loss in number of members during the year.

Number of members dropped	63
Resigned (3 because of permanent removal from the U. S.)	7
Deaths	11
Total	81
New members added	45
Net loss of members	36
Present membership	1011

Members lost by death were as follows:

	No.		No.
A. F. Weber	273	Carl A. Guthel	556
Walter M. Mames	992	R. H. Wiberg	102
John B. Hanlon	112	John Nixon	57
James V. Bergen	650	Edward Butler	36
Fred D. Castle	318	A. J. Fondeville	217

Payment of death claim was promptly made in each case.

Quite recently, and in the space of a very few days, three of our oldest members were taken and among them one who bore the name of the best beloved disciple—John Nixon—who was held in most affectionate esteem by our membership as was demonstrated whenever his name was read on an election ballot.

As he has been president, treasurer and continuously a member of the Board of Management, a meeting of the board was called on news of his death. The meeting took the character of a general meeting of the Association, as friends joined with the management in paying tribute to his memory. He had the welfare of the Association so much at heart and was so active in its work on all occasions that his place will never be adequately filled. While the present Board of Officers continues, in whole or in part, there will be a sense of vacancy at the table which will serve to hold him in affectionate remembrance.

Respectfully submitted,

L. S. OWEN, Secretary.

TREASURER'S REPORT

December 22nd, 1922

RECEIPTS

January 1st, 1922

Balance	$ 7,602.06
Cash Received from Secretary	7,487.35
Interest on Deposits	93.94
Interest on Liberty Bonds	680.00
Proceeds from Banquet	200.37
Proceeds from Picnic	114.75
Total Receipts	$16,178.47

DISBURSEMENTS

Death Claims

Harry F. Weber	$300.00

(*Continued on page 24*)

WHAT THE POTTERIES ARE DOING

By
M. K. Zimerman, Representative

TERSE NEWS OF THE INDUSTRY IN THE EAST LIVERPOOL DISTRICT

PITTSBURGH AND EAST LIVERPOOL OFFICE
215 WEST 6th ST.
EAST LIVERPOOL, OHIO

AND now it is to forget as much as possible the darkness of the old year, and look forward to the new, as one would turn the page of a book. From a trade standpoint, the year 1923 is bound to get away to a good start. In the office of every generalware pottery there is sufficient business to insure steady operations for many months to come. On top of this is to be placed that new business, which always comes during the first six weeks in the new year.

From practically every section of the country comes the report that dinnerware stocks were pretty well cleaned out during the Christmas buying season, and even at the commencement of the season these stocks were quite below normal. The strike in the generalware pottery industry did not help the situation any, because it was impossible to obtain decorated ware. With all plants working to capacity, considering climatic conditions, buyers can rest content in the thought that their orders will now be put through on schedule.

A general meeting of the United States Potters' Association may be held this week in Pittsburgh, Pa., to hear the report of the Labor Committee anent the settlement of a new wage scale at Atlantic City Wednesday night, December 20. From present indications, it is very probable that the annual meeting of the association, which was to have been held early in December, will be deferred until perhaps after the rush of the early buying season.

A number of improvements are being made to the plant of the Crooksville China Co., at Crooksville, O. The object of these additions is to increase production.

"Billy" Tickell, eastern representative for the Edwin M. Knowles Co., is due to return to the district next Tuesday, after spending the Christmas season with his family in Baltimore. He will remain here during January, and early in February will start over his usual territory.

T. J. Copeland, of Baltimore, Md., southern representative for the E. M. Knowles Co., spent a few days at the home office last week arranging his new line for the 1923 trade.

"We will have one new exclusive dinnerware pattern for next year," declared George B. Fowler, sales manager for the Carrollton Pottery Co. "In addition to this new offering we will show all the popular patterns now in our line, when we open in the Ft. Pitt the first week in January." This plant is running to capacity, and the holiday vacation was for Christmas day only.

At an organization meeting of the stockholders of the new Alliance Pottery & Sales Co., held at Alliance, O., and following the election of a board of directors, the following were elected officers: President, S. E. McKee of Sebring; vice-president, C. B. Smith, Sebring; secretary-treasurer, L. T. Cook, Alliance. The board is composed of the officers and includes George Floyd and John Jarman of Alliance and S. M. Scofield, of Sebring. The company is erecting a decorating plant near Alliance, and in addition to this line will also feature a line of cut glass. The company plans to employ upwards of 75 decorators. Its sales force is now being arranged.

Frank A. Sebring, of the Sebring Pottery Co., Sebring, O., has returned from a business trip through the south, and a pleasure journey into Florida.

Warmer weather caused the ban on gas for kiln firing purposes to be lifted during the latter part of last week. The majority of these were fired off over Sunday, and when the plants resumed production Tuesday morning both glost and bisque kilns were ready to be "pulled."

J. L. Van Deman, dinnerware buyer for Butler Bros., New York, spent several days in the local district last week looking up back orders. Mr. Van Deman succeeds J. W. Watte, who becomes associated with the local offices of the Homer Laughlin China Co., on January 1.

George L. Davis, of Davis & Braisted, manufacturers agents with offices in Minneapolis, Minn., spent the latter part of last week here conferring with the Homer Laughlin China Co., whose line they represent in the Northwest territory.

W. Ray Renouff, sales manager for the Niloak Pottery Co., Benton, Ark., announced this week that this art pottery line would be displayed during the Ft. Pitt Pottery and Glass Exposition by Kinney & Levan. Mr. Renouff will remain in the East Liverpool during January, and then will make a trip to the Pacific Coast in February, opening in Los Angeles.

Business Briefs

John A. Bunney, San Francisco, Cal., who now operates a housefurnishing store at 2631 Mission Street, has leased a new store adjoining the new Crystal Palace Market at a total rental of $60,000, and plans to open one of the finest housefurnishing stores in the city.

1922 - - 1923

China (Translucent)

Dinner-Ware
White and Decorated

Hard (Dinner-Ware) Porcelain
White and Decorated

Lead Blown Glass
Plain or Optic
All Sizes and Shapes
Stemware and Tumblers

Decorations
Needle Etched Plain Etched
Pen Etched Light Cuttings

Vitrified Hotel China
Rolled Edge
¼ Thick ½ Thick
White and Decorated

Hard (Hotel) Porcelain
Rolled Edge and Thick
White and Decorated

GUARANTEED
IRIDESCENT LUSTRES AND COIN GOLD

Sterling Silver
Candlesticks Vases
Sherbets Parfeits
Salt and Pepper Shakers

Silver (Plated) Ware
Bread Trays
Fruit Baskets Cake Compotes
Comports and Vases

Dutch Finish
Candlesticks Bread Trays
Boudoir Lamps

BUSINESS BOOSTERS

WE WILL SELL CERTAIN ITEMS IN EACH OF OUR LINES
AT
REDUCED PRICES
FOR
SPECIAL SALES
GET YOUR SHARE

H-A-MARSHALL INC.
200 Fifth Ave New York

GLASS FACTORY ACTIVITIES

By

M. K. Zimerman, Representative

WHERE THE MOLTEN CRYSTAL OF MAN'S INGENUITY BECOMES PRACTICAL MERCHANDISE OF PERMANENT BEAUTY

THE 43rd annual glass exhibit, which in recent years has come to be known as the Pottery and Glass Exposition, and which has always been featured in Pittsburgh, will be in fairly active swing a week hence. By Jan. 8, all exhibits will be ready at the Ft. Pitt, the William Penn and the Henry Hotels. So far as extensiveness is concerned, the Exposition this coming season will be on an even par with those of previous seasons. There will not be quite as many pottery lines displayed, but there will be other lines to take the place of these.

The majority of the exhibits will be in the Ft. Pitt Hotel. There are not as many on the roster at the William Penn as last year. At the Hotel Henry a number of lines will be displayed, but the reservation list at this house has not been completed at this writing.

Many requests for reservations have been received from buyers by both the Ft. Pitt and William Penn Hotels. In fact this advance list is quite an increase over the number announced December, 1921. All in all, the Pottery and Glass Exposition for 1923 gives early promise of being a very active one, so far as business is concerned.

Daniel Taylor of this city is at the head of a movement to establish a new glass factory at Midway City, between Charleston and Huntington, W. Va., for the manufacturing of specialties. The shop, it is said, will give employment to about 100 people, and will have a payroll of perhaps $125,000 annually. Mr. Taylor has been associated with the glass business for many years, and is well known in both the local and New York market.

Production of the Hazel-Atlas Glass Co., Wheeling, W. Va., is to be increased at once by the starting of an additional tank at its Grafton plant. This will place this factory on a full production basis for the beginning of the new year.

Holders of preferred stock in the Kearns-Gorsuch Glass Co., Zanesville, O., have been notified that the shares they bought at $100 several months ago would be retired at 110 plus seven per cent January 1. The original issue was for $400,000 and was quickly taken up by local investors. Reports are current that a six per cent bond issue has been successfully floated, and this will be used in retiring the preferred issues.

China and glass departments of all local department stores were a "sight" when the Christmas business closed Saturday last. Here and there tables and bins were empty, and nothing in warehouses to make immediate replacements. It was a wonderful business the buyers of these lines experienced. Early this week they went into the local market to secure replacements, and also merchandise for January sales. In order to clean out odds and ends, both dinnerware, china and glass stocks remaining were offered at a reduced market.

Fire, caused by an overheated stove, caused slight damage in the main factory building of the Central Glass Works at Wheeling a few days ago. The loss has been placed at about $200.

As has been its custom during the last few years, the United States Glass Co. will operate a taxi service between the local hotels and its main office and sample room at Ninth and Bingham street during the season of the Pottery and Glass Exposition.

The Corning Glass Co., which is making a leading feature of its Pyrex line of cooking glassware and other specialties, will be located in the William Penn Hotel this season. Two specialties brought out during the last year by this company will be displayed at the William Penn, these being a baby milk bottle and also a glass teapot. The Corning company will have several members of its sales department in this market during the January season, as has been its custom heretofore.

Another glass concern has been formed in Wheeling, W. Va., which will be known as the United States Lens Corp., which will manufacture a new automobile lens. Among those interested in the new company are Herman E. Scheer, of New York City, John C. Palmer, William E. Keefer and Joseph R. Curl, Jr., of Wheeling, and Albert R. Gibson, of Los Angeles.

It is very likely that the former plant of the Bellaire (O.) Bottle Co., which was recently damaged by fire, will be taken over by a new interest within the next few weeks. Practically all of the $200,000 stock issue proposed for this purpose has been taken up, and now remaining details are being worked out.

Because they did not receive a Christmas bonus, the male employes of the Enterprise Enamel Co., Bellaire, O., walked out of the shop, and later the women and girls quit their benches. The strike is the most unusual one ever recorded. The employes were under the impression they would receive a bonus this season as a year ago.

(Continued on page 23)

Why Those Who Buy Glassware Will Be at the 43rd Pittsburgh Glass Exhibit During January

Because the 37 leading manufacturers will show their new wares at the Fort Pitt Hotel. Buyers can see many lines under most favorable conditions. The Pittsburgh Exhibit means something in the trade. It should not be missed by the progressive buyer. Here are the manufacturers:

Bartlett-Collins Glass Co., Sapulpa, Okla.
Belmont Tumbler Co., Bellaire, O.
Beaver Valley Glass Co., Rochester, Pa.
Bryce Bros. Co., Mt. Pleasant, Pa.
The Cambridge Glass Co., Cambridge, O.
Consolidated Lamp & Glass Co., Coraopolis, Pa.
Co-Operative Flint Glass Co., Beaver Falls, Pa.
Diamond Glass-Ware Co., Indiana, Pa.
Dunbar Flint Glass Co., Dunbar, W. Va.
The Duncan & Miller Glass Co., Washington, Pa.
Economy Tumbler Co., Morgantown, W. Va.
Federal Glass Co., Columbus, O.
Fenton Art Glass Co., Williamstown, W. Va.
H. C. Fry Glass Co., Rochester, Pa.
Hazel-Atlas Glass Co., Wheeling, W. Va.
A. H. Heisey & Co., Newark, O.
Hocking Glass Co., Lancaster, O.
Huntington Tumbler Co., Huntington, W. Va.
Indiana Glass Co., Dunkirk, Indiana.
Jeannette Glass Co., Jeannette, Pa.
D. C. Jenkins Glass Co., Kokomo, Ind.
Lancaster Glass Co., Lancaster, O.
Libbey Glass Manufacturing Co., Toledo, O.
Lippincott Glass Co., Alexandria, Ind.
McKee Glass Co., Jeannette, Pa.
Maryland Glass Co., Cumberland, Md.
Monongah Glass Co., Fairmont, W. Va.
Mound City Glass Co., Lumberport, W. Va.
New Martinsville Glass Mfg. Co., New Martinsville, W. Va.
Paden City Glass Mfg. Co., Paden City, W. Va.
Phoenix Glass Co., Monaca, Pa.
Pittsburgh Lamp, Brass & Glass Co., Pittsburgh, Pa.
Potomac Glass Co., Cumberland, Md.
L. E. Smith Glass Co., Mt. Pleasant, Pa.
United States Glass Co., Pittsburgh, Pa.
Utility Glass Co., Lonaconing, Md.
Westmoreland Specialty Co., Grapeville, Pa.

"Be in Pittsburgh in January"

Associated Glass Manufacturers of the United States



FORT PITT HOTEL
Where the New Wares Can be Seen First in 1923 Starting January 8th.



Pasmantier Salesroom Most Attractive

Good Taste and Unusual Features Give This Latest Addition to the Showrooms in the Uptown District a Tone of Individuality

WHEN the trade visits the attractive salesroom of John L. Pasmantier & Sons, 5 West 20th Street, they will have a very pleasant surprise in store, for it is decidedly different from the average china showroom. There is a distinctive atmosphere of hospitality about the place that makes one feel at home immediately upon entering, which is something very much to be desired, but, strange to say, seldom attained.

The firm occupies the entire five-story and basement building at the above address, the first, or store floor, being used for a shipping and receiving department and kiln room. A separate entrance from the street to the elevator, or stairway leads to the second floor and salesroom. The private office of John L. Pasmantier, fitted up attractively in mahogany, is directly in front of the elevator, while the office of his sons, furnished in oak, are adjoining in the front, while the general office takes up the remainder of the front end of the building. The salesroom is located directly at the rear.

At the entrance to the showroom is an electric switch controlling several table lamps inside, so that when one enters, they are greeted by the soft, warm glow of light from artistic pottery lamps with rich silk shades. The effect is wonderfully pleasing. Stronger light is furnished by a major lighting system, consisting of silver center chandeliers and candelabra arranged at intervals on the side walls. The color scheme of the room is very striking in silver gray and black. The walls are paneled three-quarters of the way up in handsome woodwork in a silver gray tone. A series of small tables are arranged around the sides with tables in the center. These are in the same wood and have covers in gray with black borders. The effect is quite different and makes a beautiful background for the display of the lines of dinnerware, fancy china and art pottery shown.

Still to the rear of the showroom, is a spacious decorating department. The third floor is utilized for the concern's large stocks of white ware; the fourth floor to another stock room for pottery specialties and the fifth floor to crated dinner sets. Still further storage space is afforded in the basement which is devoted to a stockroom for stoneware. Mention should also be made of the unusual display window space, there being large windows on both the street and second floors in which the wares handled by the concern are shown in attractive settings.

The firm is certainly to be congratulated on the unusually good taste they have used in fixing up the place, as well as on the location they have selected, it being only a step off Fifth avenue and very accessible from any part of the city.

Glass Factory Activities

(Continued from page 21)

An order has been entered confirming the sale by C. P. Craig, referee in bankruptcy of the Western Glass Co., and the St. Marys Decorating Co., both plants being located at St. Marys, W. Va. The property of the Western Glass Co. was sold to the bondnholders' cmomittee of the concern for $50,000 and the plant of the Decorating Co. was confirmed on the bid of O. W. Locke, of St. Marys, for $3,000. The sale of the two properties was made by W. C. Dotson, of St. Marys, trustee in bankruptcy.

The Lorch Department Store Co., headquarters of which are in Pittsburgh, propose to increase their chain immediately by opening a new store at Cumberland, Md. Other stores of the company are located at McKeesport, and New Kensington, Pa. A Youngstown, O., store has also been suggested.

Information has been received here by private sources that Charles J. Wiechel, who has been buyer for the glass and china department of the Edward Wren Co., Springfield, O., for some years has resigned, and is now at liberty. Mr. Wiechel is well known to both manufacturers and many merchandising managers, and it is believed that he will soon be located. He is expected to visit the Pottery and Glass Exposition next month, as has been his usual custom.

OBITUARY

Harlan Page McGregor

Harlan Page McGregor, aged 77 years, retired head of the well known glass, china and dinnerware jobbing firm of H. P. McGregor & Co., Wheeling, W. Va., died at Wheeling Sunday morning, following an illness that continued over a year. He was born Jan. 17, 1845, on a farm in Ritchie county, and was the eldest of a family of eleven children, five of whom are living. In June, 1872, Mr. McGregor located in Wheeling and took employment with the firm of Barnes & Walton, wholesale china importers. A few years after this, Mr. Walton retired from the firm, and his interest was purchased by Mr. McGregor, the firm being known then as Barnes & McGregor. This association continued for many years, and after the death of Mr. Barnes, Mr. McGregor bought

(Continued on page 30)

HAND PAINTED
MADE IN JAPAN

For The Spring Season

WE are displaying a more extensive variety of "the ever popular gifts in hand painted china" than ever shown heretofore. In conjunction with this line we have also augmented our selection of flowers, lacquer goods, bronzes, etc. In a word, our display is now "complete."

Your inspection will prove quite profitable if for no other reason than to acquaint you with our new presentations.

It is our earnest opinion that this class of merchandise will not be plentiful this fall. We suggest, therefore, an early call.

Mogi, Momonoi & Co.

Importers of Japanese Goods

105 East 16th St. New York

Walter N. Mames	300.00	
John B. Hanlon	300.00	
James V. Bergen	300.00	
Fred D. Castle	300.00	
Charles A. Gunthel	300.00	
A. H. Patterson	300.00	
R. H. Werberg	300.00	
John Nixon	300.00	
Ed. Butler	300.00	
A. J. Fondeville	300.00	
		$ 3,300.00
Salary to the Secretary		$ 1,000.00
Printing, Stationery, Postages, Box Rent, etc.		484.54
U. S. F. & G. Co. Premium		75.00
Expense Re. John Nixon		50.00
Exchange on Country Checks		1.59
Five $1,000 U. S. Liberty Bonds		5,020.57
Balance		6,246.77
Total		$16,178.47
Reserve Fund		$ 3,585.55
General Fund		1,318.33
Benefit Fund		1,342.89
Total		$ 6,246.77
The Reserve Fund now consists of the following:		
U. S. Liberty Bonds		$18,500.00
Cash		3,585.55
Total		$22,085.55
Total Cash and Reserve Fund		$24,746.77

Respectfully submitted,
GEORGE HAMILTON, Treasurer.

Buyers in New York

DECEMBER 26, 1922

S. Ichenhauser, glass, queensware, Ichenhauser Co., Evansville, Ind., Pennsylvania.

K. Eisenberg, general mdse., A. Eisenberg & Co., Baltimore, Md., Pennsylvania.

F. R. Wolf, representing, H. P. Wasson & Co., Indianapolis, Ind., 120 West 32nd St. (Littman & Storch).

DECEMBER 27, 1922.

H. K. Lacey, gift shop goods, Steckley-Brandt Furn. Co., Binghamton, N. Y., Pennsylvania.

H. Y. Iszard, mdse. manager, S. F. Iszard Co., Elmira, N. Y., 404 Fourth Ave. (D. G. Alliance).

W. H. Hager, mdse. manager, Hager Bros., Lancaster, Pa., 404 Fourth Ave. (D. G. Alliance).

E. Dean, general mdse., Sheehan, Dean Co., Elmira, N. Y., 105 Grand St.

H. W. Flack, general mdse., J. W. Hill Co., Manchester, N. H., Pennsylvania.

A. Mendel and S. Harris, mdse. managers, Mendel's, Inc., New Haven, Conn., care Baer & Lilienthal, 1150 Broadway.

OBITUARY

Wm. I. Kollisch

The death of Wm. I. Kollisch, which occurred very suddenly at his home in Brooklyn on Christmas night, at the age of fifty-three years, will be a shock to his many friends in the trade. While he had been complaining for several months with diabetes, he was able to be at business regularly and was not thought to be in a serious condition, in fact, it is not thought that this disease had any bearing on the cause of his death, which the doctors diagnosed as heart trouble. He had just returned to his home from a family party at the home of his brother-in-law and was preparing to retire. His wife hearing a noise in his bedroom, found him unconscious and he died almost immediately after. He had been in the hotel supply business for many years, being a former partner of D. Wallach, the firm being known as Kollisch & Wallach, 45 Murray St. He retired from the business in 1916 and later was with Henry Birn & Son, 197 Grand St. About two years ago he again went in business for himself at 356 Bowery, operating under the name of Wm. I. Kollisch. He is survived by a widow.

BOSTON NEWS NOTES

By

R. B. Hemenway, Representative

BOSTON OFFICE
98
MAY STREET
NEEDHAM
MASSACHUSETTS

THE day after Christmas showed just as many handsome windows as were shown the day before. The green and crimson and wreaths and other holiday trappings were gone but the displays were just as attractive. Several stores are showing to good advantage, one and two tone colored glassware. Coming at a time when "milady" wants particularly decorative things for her home, the multicolor displays have a strong appeal. Console sets are also finding particular favor, both in glass and in pottery. Mighty pretty lemonade sets are being shown, despite the season. Some very pleasing effects have been produced by the use of the colored craquelled glass in lemon, yellow or canary colors.

F. N. Joslyn & Co. of Malden are building a four story building to accommodate their rapidly growing business. They are occupying the old store while the new one is being erected. Part of the building is being torn down at a time. During the few weeks before Christmas toys and other seasonable merchandise was moved into the new portion, making a very attractive display. It is believed the whole building will be ready for occupancy by early summer.

Harry Wheeler, the popular manufacturers' representative from Summer St., acted as Santa Claus for nine nephews last Monday—red suit, non-inflammable whiskers and all, except he made his rounds in a flivver. Near Malden Sq. he got into an argument with a traffic officer, but probably because of his festive attire, was allowed to get away with it. It must have been funny, however, when he ran across another Santa, stalled with a Ford, and towed him to a garage with his cargo of toys.

Miss Evelyn Anderson, who recently assumed charge of the new art and gift department at the Jordan Marsh Co.'s store, sails for Europe today (the 28th) in the interest of her department. Charles Brady leaves early in January. Carol Robinson will be forced to forego his annual trip because of press of other matters pertaining to the general merchandising program which he assumed several months ago.

William R. Claflin, one of the oldest, if not the oldest in point of service, as manufacturers' agent for cut glass, is moving his office from 41 Pearl St., where he has been for a number of years, to 122 Pearl St., where he will have one of the Chase and Francis sample rooms. Mr. Claflin specializes in both heavy and light cut glassware as well as plain blown ware for the table as well as for ornamental purposes. He expects to show a number of new creations in January. He is handling the Krantz & Sell line from Honesdale, Pa., and the Utility Glass Works line from Lonaconing, Md.

Announcement has been made by Jas. H. Turner, 99 Bedford St., of the acquisition of the Effaneff Brass Works line of bath room fixtures and specialties. The line takes the place of similar goods for which Mr. Turner had been the New England agent for some time. His samples are ready and show an array of interesting items which should alone serve to bring many buyers into his salesroom on the third floor of the building.

John F. Brosseau, who will be remembered by many as a crockery and glass salesman, is moving his office from 85 Pearl St. to 9 Elm St., not far from the American House. Mr. Brosseau has not been so active in the crockery and glass field during the past year or so, but has been devoting his time to lines of restaurant and hotel supplies and furniture. He is still in the game, however, for he is handling racks and sample tables suitable for crockery, china and glass display.

(*Continued on page* 30)

HERE IT IS!

We know you want our individual, economical

Sanitary Sugar Bowls

In 3 Sizes



for tray and cafeteria service but perhaps you did not know where to buy them. We will fill your orders direct, and without delay.

We guarantee these bowls as represented

Write for Catalog and Prices

The Sanitary Sugar Bowl Co.

Successors to Schoenheit & Pierce

Manufacturers

6230 Penn Ave., Pittsburgh, U. S. A.

Novelties of Beauty from Many Shops in Fascination Lane

A Page of Selected Items Gleaned from Many Dependable Sources and Representative of the Best Offerings of Master Craftsmen in Art and Gift Goods Which Will Attract Your Trade and Persuade Them to Buy

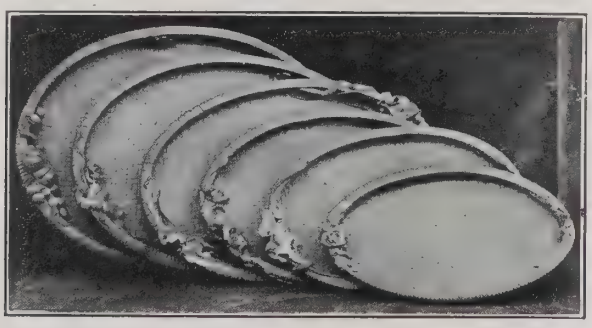
By Beatrice Miller Wisner

Artistic Candles In Many Designs

THE candle has been handed down to posterity from its rough state to a form of perfection in color and decoration, exemplifying the great strides in manufacture in this industry. There is scarcely any product which is so universally used in the home, as the candle which has become one of the most artistic forms of table decoration. The Columbia Wax Works, 749-751 East 137th Street, are showing some high grade Special Columbia Art Candles, for Tiffany Glass Candlesticks. The metallic lustre and contrasting colors make them particularly suitable for the higher type candlestick. The above concern, pioneers in the art of candle making, have been manufacturing candles since 1896. Some of the candles in the collection are especially adapted to various holidays, Christmas, Hollow'een and Thanksgiving. Orange hand dipped, hand painted black and gold, bat and cat design, and also a very attractive design "Forest Flame," showing black and flame red, the red through the black drippings on the upper part of the candle, presenting a vivid view of flames through trees. There are also silver finish, antique bronze and others decorated with grape vines and clusters of grapes, and silvered rainbow hues, and a large variety of decalomania decoration which adds to the fascinating offering. A new catalog which will be suplied on request, is illustrated in color giving a comprehensive idea of the various designs, colors and decorations. For Christmas, birthdays, wedding feasts, childrens' parties and for prizes, bridge, shower and for many other festivities the decorated candle is a most suitable and desired gift, bestowing a gentle and beautiful light bringing back many memories of old-time Colonial festive occasions.

Uniquely Decorated Trays and Comports

There is no gift for the coming season more useful or apropriate than the artistically decorated Trays iillustrated herewith from the Martin Art Shops, manufacturers of Fine Art Goods, 1522 West 7th Street, Los Angeles, Cal. Not only are they distinctive in novel decoration and finish, but their service is legion. For seasonable occasions, they will be a welcome accessory for dining-room or wherever there is a necessity for useful service. The assortment includes various designs and finishes, some expresing delicate orchid tones and blue tones, and others in darker finish. Trays have successfully vied with other objects as Gift Shop Specialties, and the unusual fineness of these trays commend them at once to the artistic sense, and their beauty and attractive construction have popularized them in all communities.





The fruit comport and candlesticks pictured, leave nothing wanting in theconception of fine workmanship and applied artt. The hand modeled fruits of compo in natural colors is a lovely design deftly executed, the base color being iridescent dark blue with gray toning, accomplishing the whole in novelty and color combination of unusual handicraft. In featuring glassware the addition of these art objects will give tone and acharacteristic touch, emphasizing the merits of the assemblage. In the Martin Art Goods, beauty of design, fine workmanship and harmony of color is dexterously combined—a faithful study in hand applique and proportionate modeling.

Incense a Delightful Essence

In the Temple of Allah incense, there is a peculiar odor all its own, which has become one of the most popular perfumes of the season, and when diffused through the Fascination Oriental Bronze Burners, its attraction is pronounced. The James Drug Co., 66 Nassau Street, is offering both the Temple of Allah Incense and Oriental burners at special prices. Gift Shops are featuring incense and burners as their most attractive specialties and their popularity has increased with each season owing to the large demand for these unique gifts. For a small gift at modest price, the Temple of Allah Incense and Burner will be a distinctive token.

THE CHICAGO MARKET

By

J. H. Smythe, Representative

CHICAGO OFFICE
312
SOUTH
CLARK
STREET

IT was a good Christmas buying season that came to a close on Saturday of last week. Thousands of last minute buyers thronged State Street on the last days for shopping, and the sales were steady, numerous, rapid and profitable. It is estimated that the Chicago merchants sold upward of $80,000,000 worth of gifts this season and buyers report their holiday trade the best in many years. The season closed with a rush of buying never before witnessed in Chicago. In fact the buying was of such an eager type that merchants did not find it necessary to put forth as much advertising effort to secure sales as in previous years. Staple lines of china and glassware shared with novelties in the buying of gifts.

Wholesale business has slackened somewhat, as usual for this time of the year, but the manufacturers' agents have been busily engaged in arranging for their new lines expected in January.

While Poland China hogs are as far from the pottery business as the Milky Way is from milk, there is a pottery, not far from Chicago, which is engaged in the making of china pigs, with real china bodies. "Pigs is Pigs" is the name of the novelty which has a hollow china body with moving legs, ears, eyes and nose, and we are calling attention to this because novelty manufacturers who are considered experts in working with wood, hard rubber, celluloid and a dozen other commodities have failed to produce the "Pig" at a price that would warrant the sale of the novelty. It is therefore a credit to the china manufacturers that the novelty can be made economically enough to retail for a quarter. This brings us to the inventor of the novelty, one Horace P. Keeler, a scenario writer from California. The secret of his invention lies in what is contained in the hollow china body of the pig, which will keep the eyes and ears as well as the tail active at all times. Mr. Keeler brought one of his first samples to Chicago, having made the body by hand with a nut. He established headquarters in the Palmer House to renew his quest for some manufacturer who could produce the body economically for commercial purposes. This he failed to accomplish until he was referred to a pottery near Chicago. It is not known whether the "Pigs" will make it necessary for Mr. Keeler to make his permanent headquarters in Chicago, or whether he will return to his movie writing in Los Angeles, leaving the distribution of his novelty in the hands of others.

In order to develop a greater degree of efficiency in the department store business, through the interchange of ideas, four of the largest department stores in the country recently completed arrangements for a combination, non-financially. Mandel Brothers of Chicago is one of the four and the others are Jordan, Marsh & Co., Boston, Kaufman's of Pittsburgh and Stix Bear & Fuller of St. Louis. The plan provides for a merchandising analysis to be employed jointly by the four concerns, and who will study the methods and operations of each establishment for the common good. The general interchange of information and trade percentages will be made at the request of any member, together with comparison of sales methods used, in order to determine the success of sales, entire departments, or the volume movement of goods in various seasons. Another feature said to be contemplated is the establishment of common buying agencies in foreign markets for the consolidation of such purchases as twine, wrapping paper, packing boxes, light bulbs and other supplies.

"Archy" Holton, well-known crockery buyer from New Orleans, La., was in the Chicago market during the past week.

Involuntary petition in bankruptcy has been filed against the Germanos Import & Export Co. by several creditors. The total liabilities of the company are placed at $6,171.74 and the assets at $3,960.08.

Hillman's, one of Chicago's large popular-priced State Street department stores, recently received permission from the Secretary of State to increase the capital stock of that corporation from $550,000 to $1,300,000.

The Van Buren Stores, Inc., filed articles of incorporation during the past two weeks to do a general department store business. The location of this new corporation is given as the Southeast corner of State and Van Buren Street, which is the property now occupied by the Leiter Stores, one of Chicago's popular priced houses. This may mean a change in name of the Leiter Stores to the Van Buren Stores, or it may merely be a change in the ownership and management of that concern. However, nothing definite has been given out by the Leiter Stores management. Those mentioned as the incorporators are Leo Herz, William Saks and J. J. Flanneberg.

W. T. Darden, manager of sales for the Albright China Company, returned to the Chicago office of that concern last week, after a business trip to Minneapolis.

CHICAGO

READY TO SERVE
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CHINA-GLASSWARE-LAMPS-HOUSEFURNISHINGS
GIFT SHOP & ART GOODS-DOLLS & TOYS

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Fine Dinnerware and Fancy China.
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KAY BEE CHINA WORKS
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High Grade China
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THE SHOPS BUILDING

17 N. Wabash Ave.
Buyers are urged to inspect these lines

HELM & SOUKUP
Factory Representatives. Imported and Domestic Table and Illuminating Glassware.

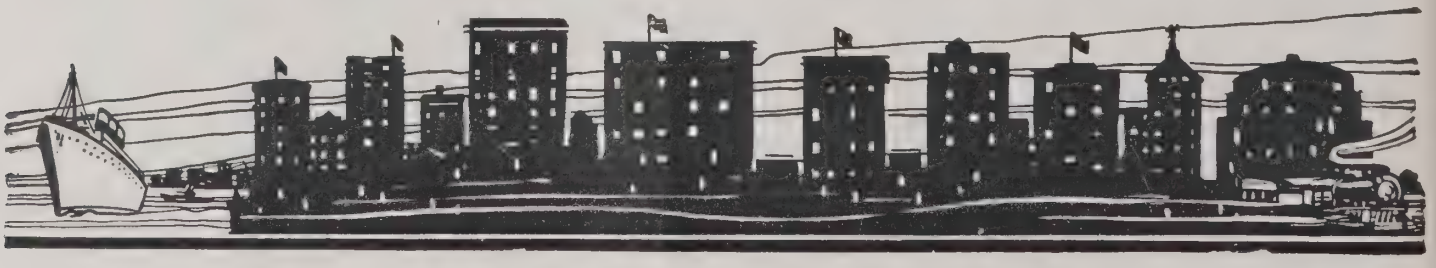
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178 W. Jackson Blvd.
Phone Har. 4258



JAN 3

Crockery AND Glass Journal

THE REPRESENTATIVE PAPER OF THE INDUSTRY
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Lamps
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Vol. 95 No. 26

DEC. 28, 1922

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"ORADOR" Open Stock—Pattern in Red and Green
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The Sebring Pottery Company

Chas. L. Sebring
President

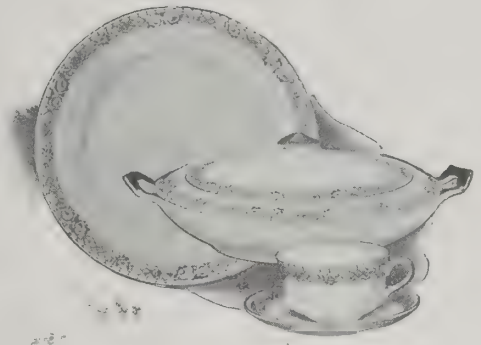
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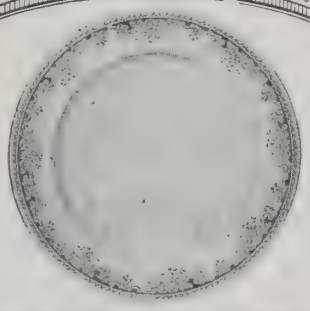
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Pattern No. 221 La Rosa

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Its fanciful figures, worked out in brilliant coloring in reproduction of the quaint cross-stitch of long ago, is as unique as anything could possibly be conceived.

A window or display table devoted to the line to attract those who are thinking of gifts for the youngsters, invariably proves profitable.

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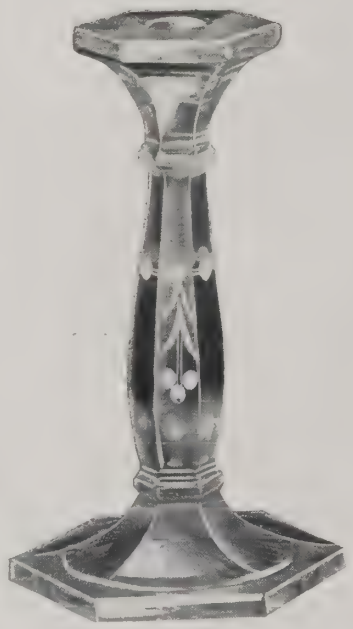
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CHINA



Mediaeval Ornament



East Liverpool Ohio

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GIFT SHOP & ART GOODS-DOLLS & TOYS

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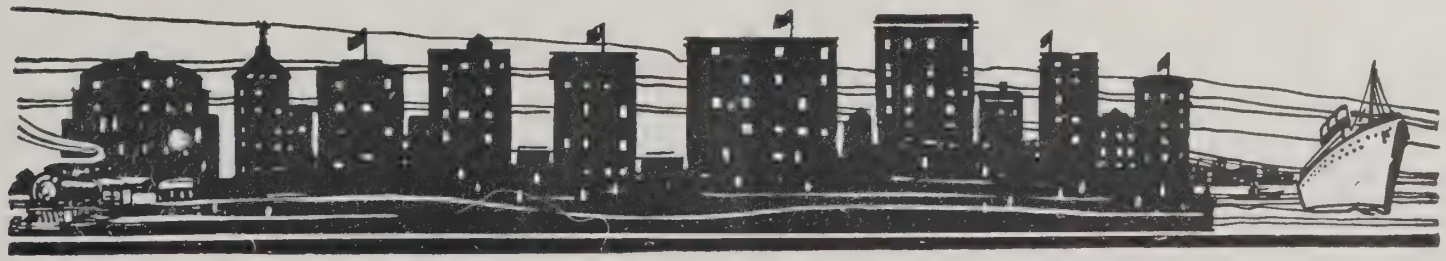
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W A N T E D

Rates: 40 cents per line for first insertion; 20 cents per line for following insertions. Seven words per line. Minimum initial charge $2, payable in advance.

HELP WANTED

WANTED—Salesman for 1923, having a thorough knowledge of the china and earthenware lines. Territory South, Southwest and East. Preference to those having an established trade. Salary and commission. In reply give full outline of recent experience. Fisher, Bruce & Co., Philadelphia, Pa.

SALESMEN Wanted. Live wire salesmen wanted for the Southern States. We have a proposition to offer high class man having a thorough knowledge of the china, earthenware and glassware business. Must be experienced in domestic and import lines. To a sincere hard-working salesman this is a splendid opportunity with an old, reliable and progressive house. A man with established trade preferred. In reply give full particulars. Mitchell Woodbury Company, Boston, Mass.

SALESMAN wanted by eastern glass manufacturing company to cover crockery and glass-department store trade. State experience ,age and salary wanted. Apply Box 226, care CROCKERY AND GLASS JOURNAL.

FOREMAN wanted by glass manufacturing company to manage cutting shop. Must be thoroughly acquainted with light cuttings for vases or illuminating glass. Give age, experience and salary wanted. Apply Box 227, care CROCKERY AND GLASS JOURNAL.

SITUATIONS WANTED

MAN of unusual experience in selling china, earthenware, hotelware and kindred lines. Established reputation as a producer. Will consider proposition from first class house from January 1, 1923, to travel New York, Pennsylvania, the New England States as well as Baltimore and Washington. Unquestionable references. Address Box 218, care CROCKERY AND GLASS JOURNAL.

YOUNG MAN well acquainted in the trade and having over five years' experience both buying and selling in china, glassware and housefurnishings with well known house, desires to make connection as road man for the year 1923. Will be open to a good proposition January 1st. Best of references. Reply to Box 229, care CROCKERY AND GLASS JOURNAL.

Business Opportunties

WELL KNOWN New England Manufacturers Agent, with office and salesroom in Boston and two salesmen on the road, is desirous of making connections with additional factories, manufacturing china, glassware or kindred lines. Prepared to give live, wide-awake representation to first class lines. Address Box 232, care CROCKERY AND GLASS JOURNAL.

AGRESSIVE YOUNG SALESMAN, covering New York, New Jersey and Pennsylvania, selling a well known line of dinnerware, is in a position to give excellent representation in conjunction with the above, to a good line of glassware, housefurnishings or lamps. Address Box 231, care CROCKERY AND GLASS JOURNAL.

Harlon Page McGregor

(*Continued from page 23*)

out his interest, the firm then becoming H. P. McGregor & Co., as it is known today. The house is said to be the second oldest exclusive china and glass jobbing interest in the United States.

Six sons and one daughter survive Mr. McGregor. Two sons, W. C. and H. T. McGregor, were associated with their father in the business. Perhaps no business man in West Virginia has been so active in public affairs than the record of the life of Mr. McGregor shows him to have been. When the civil war broke out he was a student in Baltimore. In his younger days he was a Democrat in politics, but later he became a staunch supporter of Republican principles. For many years he was the active head of the Ohio County (Wheeling) Republican organization. He declined the post of United States Consul at Belfast, Ireland, during the second term of President Benjamin Harrison. He was a member of the Ohio County Board of Commissioners 14 years, and for nine years was president of the Board. He was the author of the good roads movement in Ohio County. Mr. McGregor was one of the oldest members of the Thompson Methodist Episcopal church, Wheeling, and in this work he was exceptionally active. Fraternally, he was a member of Ohio Lodge No. 1, F. & A. M. of Wheeling, the Consistory and Shrine. Under Governor W. M. O. Dawson of West Virginia, he served two years as a member of the board of regents of the state normal schools, an appointment now held by his son, W. C. McGregor. Funeral services were conducted Tuesday afternoon, Dec. 26.

Boston News Notes

(*Continued from page 25*)

Paul M. Phillips returned to his desk last Wednesday morning from Zanesville, O., where he has been for a month past concocting medicine for the spring trade. "Mort" brought back with him several crates and trunks of new S. A. Weller Co. samples, some by express and some in the baggage car of his train. Upon his arrival home he plunged right into the job of acquainting the buyers with the new things.

American Toy Makers

(*Continued from page 16*)

repeatedly, that when new manufacturers investigate the toy industry they are apt to feel that they can supplant the processes now in use with new methods drawn from other lines of industry. But, time after time, the new methods have been found to be poorly adapted to toys, and the new manufacturers have had to confess the old method far superior.

In New Bedford, Mass., is the only factory where toy steam engines have been successfully made over a period of years. It is one of the oldest toy factories in the United States, and some of the original playthings which were made there more than thirty-five years ago are popular with boys today. In this factory the operators develop great skill in making miniature parts that are duplicates of large engines. For example, the cylinder heads less than two inches long require thirty-two separate operations. This is a concrete illustration of the minute detail which the making of many toys involves.

Electric trains and those operated by a spring mechanism are accurate reproductions of the ones on a main line railroad. The electrical locomotives now on the market are marvels of ingenuity, and the boy engineer can perform with them any movement of cars which would come up on the regular railroad.

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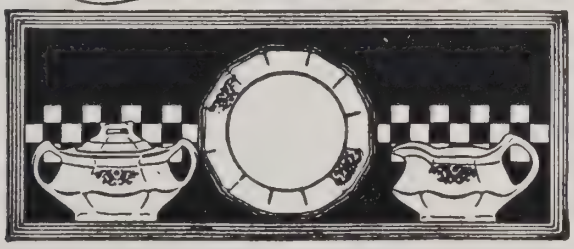
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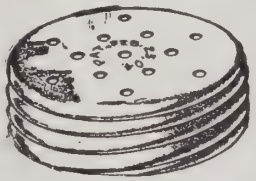
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Credit Department of a Big Store Gets Many Knocks

Two samples of the kind of things with which retail credit men come in contact in the course of their daily routine were cited by one of the best-known of their members. Early in the day he was approached by a very excited woman who accused him of being in charge of one of the worst conducted credit departments in the city. She told him that she had never received a bill before with so many errors in it as the one she was complaining of. When asked to let the credit man see it she did, and it proved to be a bill sent out by a competing store across the street. When this was called to her attention, the woman became even more indignant and made remarks about credit managers in general. The second experience was with a young woman who recently married a nice young fellow without much money and only a fair job. When her father paid her bills she was allowed to purchase almost anything on her account, but things changed when the responsibility for her debts reverted to the younger man. An attempt to explain this to the young woman, following her attempt to buy something that would have kept the young husband poor for months, fell flat. She simply could not see why things had changed.

New York Directory

IMPORTERS

FERDINAND BING & CO.'S, *Successors, 67-69 Irving Place, near 18th St.*

Art Pottery, Bronzes, Marbles and Lamps.

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COPELAND SPODE CHINA AGENCY, *43 West 23rd St.*
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MOGI, MOMONOI & CO., *105-107 East 16th St.*
Importers of Japanese Goods. Telephone—Stuyvesant 1056.

MORIMURA BROS., *53-57 West 23d St.*
Japanese Goods.

LA PORCELAINE LIMOUSINE, *39-41 West 23rd St.*
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PERCY N. LEYLAND, Inc., *184 Fifth Ave.*
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